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Thomas A. Edison Papers

A SELECTIVE MICROFILM EDITION PART V (1911-1919)

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**Thomas A. Edison Papers
at
Rutgers, The State University of New Jersey
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A Note on the Sources

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filmed are the best copies
available. Every technical
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made to ensure legibility.**

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EDISON GENERAL FILE SERIES

1912

**Edison General File Series
1912. Phonograph - General (E-12-64)**

This folder contains correspondence and other documents relating to the commercial and technical development of Edison's phonograph. Included is material pertaining to the Diamond Disc Phonograph, which was demonstrated at the Boston Electric Show in October 1912 and marketed throughout the United States by the end of the year. Also included are items dealing with the development of Blue Amberol cylinder records, the Edison home recording outfit ("shaving machine"), and the Edison School Phonograph. Among the subjects discussed in the documents are the manufacture of phonographs, cabinets, and records; the evaluation of singers and trial records; contracts with artists; trademarks; and patent interferences. There is also correspondence with Marshall C. Lefferts of the Celluloid Co., along with letters from phonograph enthusiasts and requests or suggestions concerning the improvement and promotion of the phonograph.

In addition to the correspondence, there are drafts of promotional material, technical notes and drawings by Edison, and instructions to members of his technical and administrative staff, including Jonas W. Aylsworth, Frank K. Dolbeer, Miller Reese Hutchison, Walter H. Miller, Alexander N. Pierman, and Carl H. Wilson. Also included are Edison's copies of interoffice communications, demonstration reports, and minutes from committee meetings of Thomas A. Edison, Inc.

The committee minutes appear at the end of the folder in the following order: Executive Committee, Amusement Phonograph Department Committee, Dictating Machine Committee, Manufacturing Committee, and Phonograph Sales and Advertising Committee. Also included are minutes from a meeting of salesmen on December 30, 1912, to discuss the marketing of Diamond Disc phonographs and records. Among the topics discussed in the Executive Committee minutes are the possibility of making voice recordings of presidential contenders Theodore Roosevelt, Woodrow Wilson, and Champ Clark and the status of the phonograph business in Mexico and Latin America.

Approximately 50 percent of the documents have been selected. The unselected material includes unsolicited correspondence with no substantive reply from Edison, letters of transmittal and acknowledgment, memoranda concerning billing procedures, circular letters, and weekly summaries of agreements with disc dealers.

2.
D
January 3rd, 1912.

Enclosure
Kind me
He says
MR. HERR:

I want to explain that there appears to be no record anywhere of the company of the serial numbers of Business Phonographs in connection with a description of the type of machine that was shipped on that serial number.

For instance: I am unable to tell when the end-gate Business Phonographs were discontinued, and the present mandrel was shipped. There are other important improvements that are appearing on phonographs from time to time, such as new reproducers, etc., and it seems to me that in connection with every serial number a description of these new parts commencing to be shipped should be entered against the records.

I take this opportunity to also inform you that the first ten Business Phonographs with the collapsible mandrel are being shipped out of the shop this week. You probably know that we are paying 25¢ a machine royalty, when we use the cylinder ejector and this collapsible mandrel is intended to replace that device, so that the royalty can be cancelled for every machine shipped with a collapsible mandrel.

If I can add anything further, I will be pleased to do so.

Please confirm this memorandum with me, so that there will be no misunderstanding that I have not notified the correct party.

Yours truly,

R.C.



Ed. Ben Greiner - Babson, Fred



Chicago, 1/4/12.

Ans 1/10

Friend Babson —

Thomas A. Edison,

~~Chicago, Ill.~~

Dear Mr. Edison:

I presume your time while in Chicago will be very much occupied. If, however, you can spare an hour I should take pleasure in showing you and any of the rest of your party who are interested how we sell Edison Phonographs. I believe you will find our systems very interesting. If you find that you can spare the time will gladly call for you at your hotel at any time you suggest, and see that you get back at your appointed time.

I can be reached at any time through my operator at Lawndale 2401.

Yours very truly,

FKB:140

Fred K Babson.

*in relation to Electrofreem
when I will come & see you*

Photo
Dear
Gavin
from

830 Livingston Hall
Jan 8. 1912.

My dear Mr. Miller:

Ans/6 I would like that ^{see only}
you could ^{say that they are in}
have two ^{have two}
Recording Machine ^{constant use}
make a machine ^{to our}
disc record ^{say they can get to Lab}
put on the ^{dept for}
years ago it was ^{have}
me that there was no possibility of
a career as a singer unless I could
be cured of "stage-fright." The "stage-fright"
is still with me although I have
been attacked by the most critical

who have overhauled me when I
had passed myself along, that
no one can put up a better
performance than I - when I
am singing to myself alone as
auditor. If I can get a recorder
I am sure I can seize an opportune
moment and make ~~records~~ that
would be of great value or sellers.
I had hoped to get just what I
want from the laboratory of the
University; but the mechanical man
on whom I depended is seriously
ill.

Yours truly, L. H. R. Vinton.

I have several records privately ~~affiliated~~.
I think by careful and sympathetic examination I
could get some records that would be "ad"

[ATTACHMENT/ENCLOSURE]

Columbia University
in the City of New York
830 Livingston Hall.

Dec. 8, 1911.

Mr. H. F. Miller,
Thomas Edison Laboratory,
Orange, New Jersey.

Dear Mr. Miller:-

Some time ago you wrote me in behalf of Mr. Edison for whom I was to make some demonstrations in regard to the "Human Voice". Of course, I wanted to do for him the extreme things. It is two years since I have tried singing higher or lower than any music extant requires - not since I had made some tests before scientific persons interested in such investigations. Upon receipt of your letter opening the way to Mr. Edison I was therefore out of training for doing things at the extreme limit. I now, however, am getting back into best training and I soon shall demonstrate to him a scale of forty-nine or fifty semitones, without strain. Meanwhile would you approve of my writing to him some of my ideas concerning "The New Basis of Voice". To you, in this there is a most practical bearing; for better methods than those now used can be devised for talking(?) phonographs. Better results can be achieved, here at Columbia quietly and almost secretly. Dr. Forbes and I

*I could teach him
anything - could
tell him to be
sure -
But not to sing this
Amos*

[ATTACHMENT/ENCLOSURE]

Columbia University
in the City of New York

2

have been getting at this subject. Just now Dr. Forbes is ill and I doubt that he can do anything more this year. I hope to find some other practical worker, especially in the making of machines, to assist me; for I have no handi-ness in making machines. I know what should be done, how-
ever.

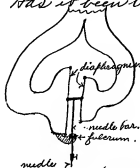
Again trusting to your kindness, I am,

Yours truly,

George H. Roberts
per E. P. L.

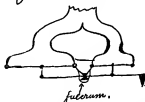
of different sizes give a better quality and a more distinct reproduction if they could be operated by the same needle?

Would the following scheme work?
Has it been tried?



If the amplitude of the diaphragm should be different they could be connected at different points along the needle bar.

The above sketched shows the scheme as applied to the vertical diaphragm. The following one shows it as applied to your machine, - with horizontal diaphragm.



The arrangement of the needle & fulcrum could be varied considerably in either design.

Would be interested in your criticism on the above. Yours very truly
H.A.S. Horrocks.

Phone Records

Messrs. Philpot: Anderson:

JAN 15 1912

Please note that all machinery, gas fittings, &c., necessary for the Blue Record plant, as laid out by Mr. Philpot, are to be ordered through the Laboratory, either from outside parties, the Laboratory or the factory, depending on who can furnish them best and quickest. This will leave nothing but the carpenter work, together with the installation of machinery, to be looked after and taken care of by our factory help, and this we should be amply able to take care of in time for requirements.

1/15/12.

C. H. Wilson.

Copies to Messrs. Edison and Weber.

Phone Home - Lansing

WAG

Mr. Bird:

Issue a manufacturing order for 25 Home Shaving Machines to be made by hand for demonstration purposes, just as soon as drawings are received from the Engineering Dept. Also for 25 four-minute recorders to go with the 25 shaving machines. These outfits should be pushed through as rapidly as possible.

At the same time issue a manufacturing order for 3,000 Home Shaving Machines and 3,000 four-minute recorders, to be manufactured for stock just as soon as tools can be completed. The drawings for the four-minute recorder have already been furnished the factory by the Engineering Dept.

1/18/12.

C.H.W.

✓
Copies to Messrs. Edison: Dyer: Weber: Wetzel: Dolbeer: McChesney:
Goodwin: Maxwell: Bliss.

Please
Condense

JAN 20 Recd

JW Aykeworth

Who has a charge of
the Bakelite interference
its important to have
good man & I have
ideas about it

Edison

Ed. Ross.

Sing the lines of
and not let me make any
mistake

Ingersoll Farm. -
Shoal Lake. -

Manitoba, Canada.

Jan 26th 1912.

Dear Sir,

We bought one of your
"Slide Phonographs" two years ago;
it has given us so much pleasure
that we have this week bought a
"Triumph" - The other night we were
talking about you, and said we
should so much like to hear your
voice. - I looked thro' a Catalogue
but did not see a record by you;
and was disappointed. -

Now, dear Sir, will you kindly let
me know if you have one - where I
can buy it - If you have not made
one - Please do - Yours respectfully,
Mary Weston (P.M.)

MUSIC ROOM

January 25, 1912.

Mr. Wilson:

The Committee listened to fifteen Blue Amberol Records at the Meeting held last night. The surfaces generally, aside from crackles and knocks were found to be excellent. It was noted however that ten out of the fifteen Records given to the Committee "ran out" more than we allow for commercial product. The selections were as follows:

<u>SERIAL NO.</u>	<u>SPEC.</u>	<u>TITLE</u>	<u>TALENT</u>
10518	2	THE GREAT CAMPMEETING	FISS UNIVERSITY JUBILEE QUARTET
		2 Samples commercial. 1 " bad knocks and crackles - runs out - not commercial.	
10518	1	THE GREAT CAMPMEETING	"
		2 Samples commercial. 1 " knocks and crackles - runs out - not commercial - bad moulding.	
10510	1	SWING LOW SWEET CHARIOT	"
		1 Sample. Bad knocks and crackles - runs out - not commercial. 2 Samples. Light knocks and crackles. Doubtful as to whether acceptable as commercial.	

- 2 -

<u>SERIAL NO.</u>	<u>SPEC.</u>	<u>TITLE</u>	<u>TALENT</u>
10519	2	MY SOUL IS A WITNESS	FISK UNIVERSITY QUARTET

3 Samples - all commercial.

10520	1(a)	SHOUT ALL OVER GOD'S HEAVEN.
-------	------	---------------------------------

(b) LITTLE DAVID

2 Samples. Light knocks,
but considered commercial.
1 Sample. Bad knocks - not
commercial.

C. E. GOODWIN

CHAIRMAN RECORD COMMITTEE.

Mr. Wilson

Music Room

January 30, 1912.

Mr. Wilson:

The Record Committee have gone over enough Blue Amberol Records to establish the following facts:

** First*

All of the Records run out badly, an objectionable feature that must be overcome.

** Second*

Practically all of the Records are full of small crackles and light knocks, which are not in the moulds. These crackles may be due to dirt or impurities in the material used.

** Third*

The general surface of all the Records, which the Committee have heard is considered good enough for commercial product.

The Committee heard 18 Records this afternoon, 5 of which were found to be commercial.

Cat. No.

Title

Talent

232

DREAM OF THE TYROLIENNE

E. VENETIAN TRIO

Mould No. 29

Sample No. 1 runs out - knocks and crackles - not commercial.

" 2 runs out - knocks and crackles - not commercial.

" 3 runs out - knocks and crackles - not commercial, on account of poor moulding. The majority of these knocks are not in the mould.

Cat. No.

232

Title

DREAM OF THE TYROLIENNE

Talent

E. VENETIAN TRIO

Mould No. 30

- Sample No. 1 runs out - knocks
and crackles - not
commercial.
2 runs out - knocks
and crackles - not
commercial.
3 runs out - knocks
and crackles - not
commercial, on account
of poor moulding. Bad
rough spot in the mould.

Mould No. 35

- Sample No. 1 runs out - knocks
and crackles - "one
sided" - rough surface
not commercial.
2 runs out - crackles -
surface rough on first
part - commercial.
3 runs out - bad rough
spot in center - not
commercial.

Mould No. 27

- Sample No. 1 only slight run out -
light knocks - com-
mercial.
2 bad run out - good
surface - not com-
mercial.
3 runs out - loud knocks
- not commercial.

Mould No. 37

- Sample No. 1 runs out - knocks
and crackles - not
commercial.
2 runs out - light
crackles - commercial.
3 slight run out - light
crackles - commercial.

Copy Mr. Dyer.

Music Room

PHC/LW

February 3rd 1912

Dear Mr. Edison,

In accordance with instructions from Mr. Dyer indicating your wishes I have had tests made of the voices of a number of singers and the samples are being sent to Orange for your examination.

Attached hereto is a memorandum showing name of singer class and selection sung for test purposes.

Enclosed you will find some press notices and particulars of the artists whose tests are being forwarded.

I understand from Mr. Dyer you are seeking voices of a certain quality having in mind their suitability for our work.

If you care to go a little more in detail as to what particular characteristics you are seeking I may be able to give you more intelligent assistance.

I want to co-operate with and be of some real help to you but feel as if we are groping over here and don't know whether what we are sending is what you are after.

Most of the singers whose work we are forwarding have been secured through the Imperial Concert Agency. Some have voices which are promising for our work. We have rejected many and are only sending those along which in our opinion might

Mr. Edison Contd. Page 2

possibly possess the quality you are seeking. None have known a phonographic career.

Among those sent I might particularly invite your attention to the following:

Mary Fielding Dramatic Soprano. Promising for our work.

Phyllis Lett Soprano. A bit nervous. Sang slightly off, but might be developed.

Winifred Lewis Contralto. Very good indeed. Would probably make an excellent addition to our list of Edison Singers.

Alfred Heather. Scotch Tenor. Very good for our work.

Hubert Eisdell. Tenor. Excellent.

Norman Williams. Bass Baritone. Very good.

Louise Sims Contralto. Good quality but very nervous during trial.

We will make additional shipments to you from time to time and meanwhile if you care to supplement original instructions we will do all we can to accomplish what you desire.

Faithfully yours,

Thomas A. Edison Esq.,

Orange,

NEW JERSEY.

<u>NAME OF SINGER</u>	<u>CLASS</u>	<u>SELECTION</u>
Gertrude Reynolds	Soprano	"Oh Flower of all the World" & Scale.
Mrs. Mary Conly.	Dramatic <i>Soprano</i>	"The auld Hoose". & Scale.
Mr. Richard Ripley.	Tenor	"Mother o' mine". & Scale.
Mr. Gwynne Davies	Tenor	"Thy beaming eyes". & Scale.
Joseph Farrington	Bass Baritone.	"Drake goes West".
Miss Winifred Lewis	Contralto	"The Rosary" & Scale.
Mr. Fredk. Ranalow	Bass Baritone.	"Drink to me only" & "The Crocodile".
Miss Phyllis Lett	Contralto	"Lillies"
Miss May Peters	Contralto	"One the banks of Allan water"
Miss Jennie Taggart	Soprano	"Braw braw lads".
Miss Mary Fielding	Dramatic <i>Soprano</i>	"Sunshine & Rain"
Miss Caroline Hatchard	Soprano	"Robin Adair".

These have already been forwarded.

<u>NAME OF SINGER</u>	<u>CLASS</u>	<u>SELECTION</u>
Mr. Alfred Heather	Tenor	Bonnie Wee thing
Mr. Hubert Eisdell	"	"I know of two bright eyes" & Scale
Mr. Julian Henry	Baritone	"I'm wearing awa' Jean" & Scale
Miss Christine Bywater	Soprano	"If I built a World for you" & Scale.
Mr. Anderson Nicol	Tenor	"The fond kiss" & Scale
Mr. Alexander Webster	Tenor	"Bonnie Wee thing" & Scale.
Mr. Albert Beresford	Counter Tenor	"Meet me to-night in Dreamland" & Scale.
Mr. Norman Williams	Bass	"The Wreck" & Scale.
Miss Louise Sims.	Contralto	"Rest thee my dear one" & Scale.

The above will be forwarded with the next shipment.

We have not yet received particulars and Press Notices of the last three artists. They will be forwarded when received.

*Phon
Archives*

Feb. 8th, 1912

Mr. Walter Miller,
79 Fifth Ave.,
New York City.

Dear Mr. Miller:-

As you are aware, Mr. Edison has been advertising for singers under the name of "Grenshaw". These two answers that I enclose were from an advertisement in "Musical America." As you know, Mr. Edison has had most of the people come out here, but he thinks that you had better write to these two and ask them to come and make a test at the Recording Rooms in New York. You can explain that Mr. Edison is expecting to require some sight reading work done later, as to which he can communicate with the parties after you have made the test records of the voice trials.

I received the enclosed letter from you this morning, and would say that I invariably tell the singers to take their own music with them when they go to see you. I was particular, indeed, to tell Mr. Knudell this, but he must have forgotten it.

Yours very truly,

WMH/ES

Phono-

*Memo to Mr. [illegible] re
Draft letter from [illegible]
re: [illegible] [illegible] [illegible]
[illegible] [illegible] [illegible]*

Dear Sir you will no

Dear Sir you will no
doubt wonder at getting a letter from this
part of the Globe - I hope you will excuse this
liberty I have taken in thus writing to you but
I thought I would just like to ~~thank you~~
write to you to tell you how greatfull I am
to you for inventing such a machine as the
phonograph I have now had a Standard
machine for close on 6 years and I can tell you
many an hours enjoyment I have had with it
and also to many other. During the time I
have had it It has only cost me $\frac{1}{6}$ and
that was only last week and that was an
accident I let it fall. ~~from~~ It was going
just as well the night I let it fall as the
day I got it and my only regret is I had
not got one sooner. Then I said I may
tell you nothing pleases my mother who is
90 years of age then to hear the phone
and especially some good old Scotch
songs I only wish I could get more Scotch
songs

3 especially the names of which I enclose
to you. And if possible I would like if
you could get some one of your singers
to sing them on the Amberol Record
I may also tell you since I purchased the
machine I have now one thousand 913
records 950 are Edison records Another
favour I am going to ask of you is will
you please let me know if you receive this
letter Again asking you to excuse me for the
liberty I have taken in writing this paper
And wishing the Edison company every success
I remain yours faithfully
Andrew Dickson

The names of the 3 songs.

Bonnie Banks of Loch Lomond
A Man A Man and A Hat
Well. ye no come back again

I should be very pleased if you would send
one one of your own photos

Fairhaven Express Co.,

Haymarket

Feb. 20, 1912.

Dear Mr. Edison:

I was delighted to receive the other day from the Edison Works here a phonograph with all its various equipment, which they tell me you ordered them to send me. I have since recalled that you spoke of the machine one day as useful to a literary worker, and at the same time promising when you went home to send one to me. I think it was extremely fine of you to remember the promise and me, and it will be of the greatest pleasure in using it to know it is a souvenir of our last Summer's journey together. The machine has been too lately installed to allow me as yet to be particularly expert in talking into it, but I want the first effort to be a letter of thanks to you, and I shall accordingly send on this cylinder, hoping it will safely reach you.

I am sure I shall shortly become a phonograph enthusiast. At present I feel a bit self-conscious in talking into it, but it is interesting to hear the sound of one's own voice. I should think for an after dinner speaker or even a more ambitious it would be excellent in helping one to correct one's way of speaking. An friend who was in my room when the machine arrived, tried it and said it would help him a lot on the same line. I shall probably get in the habit of using it for all kinds of literary and journalistic work, and I think it will be particularly helpful in the natural sounds of dialogue in story or play writing. After I parted with you last Summer, I went to Constantinople with , and while there I sent several post cards to your family. I hope they got them. I still think of our trip together in pleasant remembrance of your kindness and that of your family, especially on that unlucky day when I fell by the wayside in Austria, and you all played the part of good Samaritans. Recently I met a Mr. Ireland, who is one of the late Mr. many secretaries, and he told me he had met your daughter at dinner in New York. I also ran into Clark here, who has just risen from a sick bed. He told me he had lost his sister a few weeks before. He seems to remember you all, and speaks of you with gratitude. Poor fellow, he is at present without work. He hopes now that Spring is coming on to find another regular

job.

I am living in London now, at least for the time being and find it and my work here quite interesting, but the weather is of course abominable. Perhaps your family may be interested to hear the new novel of mine called "The Leverage of Life" which has just come out in London and in New York. I am now busy on another, and I expect to use the phonograph a good deal . . . I think that is about all the news I have on hand, and knowing too what a busy man you are, I shan't add more to this letter, and with my renewed expression of appreciation for your splendid gift. Please remember me most kindly to Mrs. Edison and the other members of your family, and believe me dear Mr. Edison,

Your devoted admirer,

E. A. U. Valentine.

music room

Copy Mr. Dyer.

2/2
153

Julien

PHC/LW

February 21st 1912

Mr. W.H. Miller, Manager,
Recording Department,
Thomas A. Edison Inc.
79-83, Fifth Avenue,
NEW YORK.

Dear Mr. Miller,

I suppose you have been wondering what has happened to the Lyne and Harrold negotiations and for the purpose of keeping you advised, would state that Hammerstein continues to be at loggerheads with his Artists and although Bocchi has been behind him from day to day, he has not been able to close up to the present time. About ten days ago he insisted on having submitted to him a Contract on behalf of our Company and the Columbia Company drawn by a solicitor. We forwarded our Contracts drawn in the usual style, and on Saturday last he advised Bocchi that under no circumstances would he permit any of his Artists to sign such an Agreement although he would not indicate wherein the same was not satisfactory.

About an hour ago he promised to make such alterations as he wanted in the Contracts to-day or to-morrow and to send them to us. I have no faith in his promises however,

Mr. W H. Miller Contd. Page 2

and will not be surprised if he does not live up to them, or if he puts in clauses which will be impossible from our standpoint.

This is being forwarded in order to catch to-day's mail steamer that you may know how the matter stands.

Very truly yours,

Managing Director.

*Thoma
Condonsite*

Mr. Looming:

Issue a requisition on the Condonsite Co. of America, Glen Ridge, N. J. for 30,000 pounds crepsel gum. Deliveries to begin as soon as possible, and to be made f.o.b. Glen Ridge, that is we will have to truck it from there as advised by Mr. Brown that it is ready. The price of this material is to be 15% above cost plus general expense to the Condonsite Co., and is to be computed on each different run amounting to from six to nine hundred pounds, until such time at least as an established price can be arrived at. Mr. Berggren will co-operate with Mr. Brown in arriving at the cost, and we are at all times to have the privilege of checking the costs as submitted by the Condonsite Co.,

3/21/12.

C.H.W.

Copies to Messrs. Edison: *✓* Dyer: Aiken: Berggren.

W. H. G.

THOMAS A. EDISON.
CHAIRMAN BOARD OF DIRECTORS



Thomas A. Edison, Inc.
Orange, N.J., U.S.A.

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Edison Primary Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Business Phonographs

FRANK L. DYER,
PRESIDENT

LONDON
PARIS
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CABLE ADDRESS
"ZYMOTIC, NEW YORK"

D
1912

Phon. - Muz.

April 1st, 1912.

Messrs. Berggren, Bokert, Leeming, Wetzel, Henderson,

Thomas A. Edison, Incorporated,
will supply,

(For Amusement Phonographs, Dictating Machines and Shaving Machines)

Rubber Tubing for Hearing Tubes

Hard Rubber and other molded pieces for Hearing Tubes

Mohair Covered Tubes for Speaking Tubes and Flexible Connections.

Mouth Pieces and Ferrules for same.

Oil Cans, Screw Drivers, Sapphire Brushes, Chip Brushes,
& Horn Connections.

Cabinets purchased complete

" Transfers.

4 Post Pedestal for Dict. Machines

Celluloid Memo. Strips for Dict. Machines

Pencils and Pencil Holders " "

Burke Motors and parts thereof.

Shaving Machine Motors, and parts thereof.

Horns (including Finished and unfinished)

Horn Bells, Elbows & Rings made outside

" Transfers.

Locks for Dictating & Shaving Machines.

Bottoms & Springs for System Boxes.

Paste Board Boxes for Hearing Tubes, Horns etc.

DICTATED TO AND TRANSCRIBED FROM THE EDISON BUSINESS PHONOGRAPH

*Redder Coast
for Green Cable*

(For Kinetoscopes, Professional Models.)

M. P. Lenses and Condensing Lenses and parts thereof
Rheostats complete (made outside) and parts thereof.
Sheet Metal Work (Magazines, Lamp Houses, Cones, Reels, Slide
Carriers, Switch Covers), etc.)
Screens & Booths
Carbons
Glass for Lamp Houses
Oxygen Generators, Saturators and supplies and parts therefor
or used in connection therewith such as Oxone, Ether & Limes
Knife Switches
Transformers, Economy Arcs, Compens-arcs and parts thereof.

(For Kinetoscopes, Home Model)

M. P. Lenses & Condensing Lenses and parts thereof.
Rheostats and parts thereof.
Transformers & " "
Sheet Metal Work (Lamp Houses, Carrying Cases)
Glasses for Lamp Houses.
Nernst Lamps, supplies for and parts thereof.
Acetylene Generators, Burners, supplies for and parts thereof.
Stage Connectors.
Attaching Plugs.
Lamp Sockets.
Screens.
Carbons.

(For Rectifiers.)

Transformers
Condensers
Switches

For use in connection with Cylindrical Records (Amberol & 2 Min.)

-3-

and Blanks. all materials except those entering into the "War" compositions.

For use in connection with the following:

Thomas A. Edison, Inc. will supply all materials

Master Moulds

Disc Records

Primary Batteries

Film (Professional & Home.)

Lantern Slides

except materials for parts originating in Edison Phonograph Works.

R. J. [unclear]
4/1/2

MELZER BROS., SUCCESSORS TO
Ed. Isler
Meyer

ADOLPH MELZER
CHARLES MELZER

HIGHEST AWARDS WORLD'S COLLOIDARY
EXPOSITION, CHICAGO 1893
FOR DECORATED AND PRACED PATENT SOAP.



A. MELZER

FINE Toller Soaps

Dec 4/15

Cincinnati, Ind. Ala 10th 1912.

Mr. Thos. A. Edison

Orange N. J.

Day that have looked around

Laboratory & cannot find one of

the type machines —

My dear Mr. Edison I hope to make

ones for the experiment which
I see successful & will make a
number of sets, you will need a machine with a 6" mandrel.

producing an absolutely scratchless and pinholeless cylinder
and for my experiments need a machine with a 6" mandrel.

I have 2 graphophones with 6" mandrels; they are the old type
machines with electric motor and removable mandrel, but
my batteries are corroded and the motors would also require
overhauling, hence wished to get a 6" spring motor machine.

I could find none in our town, and wrote to the Columbia Store. Co
at Chicago, who sent my letter to N. Y. and they in turn, sent it to
their Cincinnati Branch, who wrote me that they have no such
machines.

There must be a lot of such old graphophones on the scrap piles
some where, any where at Bridgeport, but of course, I cannot now
write to our mutual friend M.C.D. to send me one, and believing
you might have something in your "museum" that would answer
my purpose, write to enquire. Any old spring motor machine
with 6" mandrel will answer, need no horn, recorder or
reproducer

With regards to Mr. Dyer and Deconald, I remain

Very truly yours A. Melzer

Phone
Recording

Mr. Dolbeer:

The following prices and discounts have been decided upon for Home Recording outfits:

Outfit complete consisting of Shaving Machine, three blanks and four-minute recorder:

List \$3.00; dealer 30,--\$5.60 net; jobber 40,--\$4.00 net.

Home Shaving Machine only:

List \$4.50; dealer 25,--\$5.30 net; jobber 35-1/3,--\$3.00 net.

Four-minute recorder only:

List \$3.00; dealer 40,--\$1.80 net; jobber 50,--\$1.50 net.

Shaved blanks each:

List 20 cents; dealer 14 cents; jobber 12 cents.

As the recorder which we will surely will be of the size to fit machines equipped with greater arms to hold models "C", "H" and "I" reproducers, it will be necessary to supply an adapter ring to enable the same recorder to be used with machines equipped with speaker arms to hold the models "C" and "H" reproducers. This adapter ring will be supplied as an extra at a list price of 50 cents; dealer 35 cents net; jobber 30 cents net.

For the Opera, Amberola and any other types of machines we may build with stationary reproducer arms, it will be necessary to supply a special recorder arm and horn, which will be listed at the following prices:

Recorder arm:

List \$1.25; dealer 90 cents net; jobber 75 cents net.

Fourteen inch tin japanned recording horn:

List 50 cents; dealer 35 cents net; jobber 30 cents net.

Outfits complete, shaving machines only and horns, will be packed in lots of 5 or multiples thereof. If ordered packed in lots of less than 5, a charge for packing will have to be made.

This memo. will enable you and Mr. McChesney to go ahead with such price list or catalogue as you want to get out covering the Home Recording apparatus.

4/24/12.

C.H.W.

Copies to Messrs. Edison; Dyer; McChesney; Stevens; Hird; Bergen;

Belkert; Brown; Maxwell; Rodfearn; Fife.

*A.C. says
Nepf knows
Discs*

Wm

Messrs. Dolbeer: McChesney: Goodwin: Maxwell: Youmans: Hird: Redfearn:
Iretton: Brown: Eckert: Leeming: Wetzel: Stevens.

Up to the present time the three types of disc machines coming through have been known as models 1, 2 and 3. It has been decided, however, to change these designations and designate the different models by the price of the machine, and hereafter the machine and cabinet known as model 1, will be known as model A 250, the letter indicating the design of mechanism and the number indicating the style of cabinet and price of complete machine and cabinet; Likewise the model 2, will be known as model A 200, and the model 3, as model A 150. This designation of the different machines will appear in the blank space on the name-plate following the words "model number".

To distinguish the type of motor used in the different machines, that is, whether spring motor or electric, the letters "S M" will be used to designate the spring motor type, and the letter "E" to designate the electric type--these letters to be placed in the blank space following serial number and immediately preceding the serial number itself. Example:- A name-plate on the \$250.00 machine might read--

"Edison Disc Phonograph

Model No. A 250

Serial No. S M. or E, as the case might be, 179."

In case we should build alternating, direct and universal electric machines, the letter E will be followed by the letter A, D or U, as the case might be.

4/25/12.

C.H.W.

Copies to Messrs. Edison: Dyer: Weber:

MR. PIERMAN

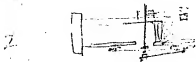
1912

"Phon"

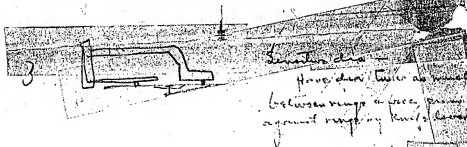
"Reproducer"

P. Pierman - Notes for new recorder May 7 1912

1 = $1\frac{1}{2}$ inch brass 008, clamped rigid around Edgus, want to work on pure elasticity of the brass itself without any reinforcement.



2 Sensitive Reeds best work thin skin & place between two rubber pads, one pad to limit amplitude of motion to adjust let skin take natural position, then tighten T -

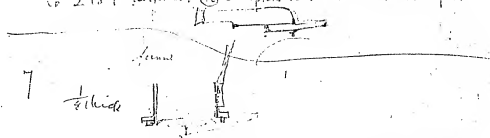


3 Similar dia -

Have skin twice as small between rings & free, pressing against rings by knife blades.

4 = dia. $\frac{1}{2}$ inch ^{1/8} inch thick or less stretched over edge & securely fastened thereto use a center of $\frac{1}{4}$ inch in my guidelines. skin first. Want to get the skin $\frac{1}{4}$ inch from stretch of the diaphragm if it is $\frac{1}{4}$ inch from stretch of the diaphragm. all try other membranes - if go on center $\frac{1}{4}$ inch diaphragm in diameter with $\frac{1}{8}$ inch edge.

5 = change sensitive recorder leverage from 1 to 1
to 2 to 1 requires (1) depth has twice the leverage.



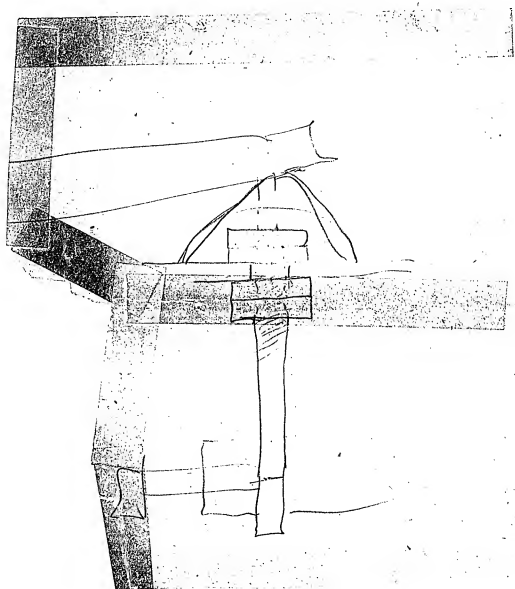
7 requires - water in a chamber - the pores of the foot
will not in a chamber - big mouth to funnel



8 found in Florida that if the water had
to go around due to porous channel it was almost
the high water & didn't affect low water so had as
way the strength of our base which is too weak &
dammed out high which one always has along
it will reduce double, which only come in
high water, & on other hand try a further
piece against funnel & taking the
down & chambers with the high for



9: Want Piano scale run holding key down
on each note until swell nearly dies away
you may have to use 2 or 3 records to get
complete scale. Want this in Text &
also in Lab - want to compare their
tone building Records. Journals & all in
with Casso



TA 2
N/PC 100
Mr. Bliss:

Mr. Edison advised me yesterday that you were waiting for certain parts from factory machine shop for rectifiers, controllers and business phonograph motors and that on account of this, work on the completed machines was being delayed. Up to this time I have understood from you, as well as others, that these parts were coming through as fast and quickly as could be expected after drawings had been received and finished parts approved of by yourself or Mr. Langley; therefore, in order to ascertain the cause of delay on such parts as you claim you are waiting for, I wish you would send me regularly each week until things got running smoothly a list of such parts as are being turned out by the machine shop that you require and that on account of not being furnished are holding up the completed product in the Electrical Dept.

5/7/12.

C. H. M.,

Copy to Mr. Edison.

THE
NOC

Mr. Weber:

Several months ago it was decided that you would fix over the old mould making plant or a portion thereof, at least, for work on diamond points, but so far as I can see no particular progress has been made in this direction. Have you decided not to utilize space in this building for that purpose, and if so why? If you still intend to utilize it, I think the work should be proceeded with immediately, for if we are going to use diamond points for both cylinder and disc reproducers, we will want to be in a position to turn them out much more rapidly and in much larger quantities than we are at present. Because of our not requiring these points just at this time, this may seem an unimportant matter, but it is not, and if left until too late we will find ourselves unable to turn the points out fast enough. Please let me hear from you concerning this.

5/10/12.

C.H.W.

~~Encyclopedia~~

M. Wilson

PA 6
1. 1. 1. 1. 1.

Mr. Bird: Issue manufacturing order for 200 Edison School Phonograph Outfits, as per model and drawings furnished by Engineering Dept. -- each outfit to consist of one complete phonograph, Opera type, with metal horn and cabinet, one metal stand for phonograph to rest upon, and four paste-board boxes to hold records.

The list price of this outfit complete will be \$75.00, and to start with at least, they will be sold as complete outfits only.

Discount to jobbers will be 33 1/3% and to dealers 25%.

These School Phonograph Outfits will be handled by the Musical Phonograph Department, under the supervision of Mr. Ives.

Special advertising matter and literature should be gotten out for this outfit, and should be compiled and arranged by Mr. Ives, with the co-operation of Messrs. Dolbeer and McChesney.

Of the 200 machines to be manufactured, 12 are to be put through by hand and completed at the earliest possible moment, so that they may be used for demonstrating purposes in advance of the completion of the balance of the order.

5/10/12.

G.H.W.

Copies to Messrs. Edison: Dyer: Weber: Dolbeer: Ives: McChesney: Maxwell: Goodwin: Stevens: W. Miller: Bokart: Brown: Rodicarn: Weber: Wetzel: Youmans: Ireton.

Policy.

MAY 1 1 1912

MAY 1 1 1912

1st We care nothing for the reputation of the artist singer or instrumentalist, except in a few rare instances where the person has established an unique & isolated position

2nd All that we desire is that the voice shall be as perfect as possible, free of conspicuous tremolo, clear and ~~not~~ ^{without} ragged sustained notes, free of subsidiary & false wavers on these notes, Singers who can sustain their pitch so as to be used in concerted work, who have sufficient over-tones to produce mellow & not sharp mechanical tones, Singers whose volume changes are violent & ill-judged, so it makes it difficult to record are not wanted

3 = When good voices are found ^{Exclusively} to contract
1 or 2 years with the option to extend, pay
a regular salary for a determined and known
portion of their daily time, taking in view their
other engagements,

4 = To discover these good voices that we can
build up a body of good singers
Basses Baritone Tenors + Corresponding female
voices so we can have solvent for any
time + concert any time or part of an opera.
also special voices for comic work -

5 = To have a recording man who will
travel the countries make trials of voices
at singing schools, local opera houses
etc + submit the voice to Edison for a
while until the system is established
+ to keep this hunt up constantly -

6 = All tunes which are to be used on the phonograph, except the local Topical songs which are fleeting are to be entered in the tune book, each tune to be rated as to its desirability; none others used

7 = Where artists are engaged to execute a definite number of pieces, they are to submit their repertoires or we must judge as to the tunes we want. If we cannot find enough in their Repertoires, then we submit our list of tunes to see if any of these can be executed by the artist; if not we do not want him or her

8 = Any new tune that is published which is melodious & which seems to have merit enough & is of such a character that gives a promise of sustained popularity over

8 a long period should be sent to Orange
to be judged to see if worthy to be put in
the tune book

9= No engagements of any kind is to be
entered into with artists whose voice has
not been sent to Orange & judged,

10= It is not our intention to feature artists
or sell the record by using the artists name.
we shall use no artists names except in
few instances we intend to rely entirely upon
the tune & the high quality of the voices
& not on names of the artists,

11= With a regular corps of singers we will be
enabled to rehearse, change the voices and
style of accompaniments and make several
duplicates of the tune & thus accept the most perfect one

11 = a couple of the best types of of the time
as excellent can be sent to Orange & masters
made, from these the most satisfactory ones
can be selected. We will not object to making
these extra masters providing we can get higher
quality of execution.

Mr Edison:

Here is the revised
draft of ad: in accordance with
your suggestions.

Wm.

15 May 1912

MEADOW CROFT.

File

Disc Phone

[ATTACHMENT/ENCLOSURE]

Edison's Supreme Effort in the Recording
and Reproducing of Sound is Crowned with
Magnificent Success.

✓ fcy

HIS LATEST AND GREATEST TRIUMPH
THE EDISON DISC PHONOGRAPH
On Sale September 15th, 1912.

It is not improbable that the Edison Disc Phonograph marks the final limit of human achievement in recording and reproducing sound. It is the splendid culmination of thirty-five years of research and experimentation by ~~Thomas A.~~ Edison, the inventor of the first phonograph and one of the world's greatest authorities on acoustics.

Ever since his original invention of the phonograph, Edison - grimly scornful of others' bombastic claims and calmly indifferent to opportunities of commercial exploitation - has continued, with characteristic patience and tenacity of purpose, to seek the solution of those baffling problems of acoustics, which have, until now, stood in the way of a perfect record and a perfect reproduction of sound.

[ATTACHMENT/ENCLOSURE]

AT LAST! THE PERFECT REPRODUCTION OF
THE WORLD'S GREATEST MUSIC.

At last it is possible to really interpret the great masterpieces of music on the phonograph - to reproduce delicate overtones that have heretofore been lost in sound reproduction - to encompass the most magnificent symphonies - to truly portray the gifts of the greatest virtuosi - to do full justice to the noblest themes of the greatest composers.

At last the phonograph is greater than symphony concert, chamber music salon or grand opera performance, for the Edison Disc Phonograph can create in the American home a more intense musical atmosphere and a deeper musical culture than could be derived - short of many years - from attendance upon the operas and concerts of the world's great musical centers.

Most of the people, who listen to the operas and the symphonies, love music or they would not listen, but few understand or fully appreciate. It is one thing to admire a beautiful flower; it is another to both admire and truly comprehend its beauties. One must study and understand classic music to feel to the fullest the deep appreciation ^{which} it deserves. There are two ways to acquire this appreciating sense: - by years of conservatory study or by listening to the frequent repetition of the music. You do not get the necessary repetition at the opera or concert, unless you are a faithful attendant for

[ATTACHMENT/ENCLOSURE]

many successive years. But if you own an Edison Disc Phonograph you can, within a very brief space of time, familiarize yourself with the ~~greatest~~ works of the greatest composers. You learn to identify and trace the development of the composer's motif. You learn to recognize his style, the effects he seeks and his methods of achieving them. You learn to know him and his works, and with that knowledge comes an abiding reverence for his genius. The Edison Disc Phonograph makes all this possible, because it ^{reproduces} truly interprets music and does not mar and distort by an incomplete reproduction of the recorded sound waves, ^{or} and the introduction of the distracting mechanical sounds or noises peculiar to lateral cut records. ^{Mr. Edison will furnish written critiques or lectures by a well known musical authority to accompany the selections that require the commentary of a musical critic.}

EDISON THE ORIGINAL INVENTOR OF THE DISC PHONOGRAPH

In 1878 - the year following his invention of the cylinder phonograph - ~~Thomas A.~~ Edison designed and patented a disc phonograph, but he has steadfastly refused to permit an Edison Disc Phonograph to be offered to the public until he could accomplish four things.

First: Successfully impart sweetness and naturalness of tone to disc records and avoid the tone distortion which gives the cold, metallic machine-like effect to the reproduction.

[ATTACHMENT/ENCLOSURE]

Second: Record and reproduce the exact character and quality of the original.

Third: Eradicate the scratchy sounds that have been the subject of so much criticism in disc records and which render inaudible the fine overtones that alone give tone quality to music.

Fourth: Do away with the constant changing of needles.

HE HAS ACCOMPLISHED ALL OF THIS - AND VASTLY MORE

THE REPRODUCER

The reproducer is the voice of the phonograph. The reproducer ^{which} ~~that~~ Mr. Edison has designed for the Edison Disc Phonograph is the result of many thousand experiments made by him personally within the past five years. Just as shape, material and finish contribute to the perfection of a Stradivarius violin, so do the contour, texture and formation of the diaphragm of a phonograph reproducer contribute to the tone qualities of a phonograph.

Mr. Edison's experiments have resulted in ^{two} a voice for the phonograph ^{which} ~~which~~ brings out the infinitesimal waves that produce the overtones of quality by which we distinguish one instrument from another - a voice of liquid and mellow tone, of wide range, and incomparable sweetness.

[ATTACHMENT/ENCLOSURE]

THE DIAMOND STYLUS

He has equipped each reproducer with a diamond reproducing point, which is impervious to wear. On the Edison Disc Phonograph there is no wear of needles to distort the reproduction. There are no worn-out needles to be replaced. The reproduction is constant and uniform in its perfection.

THE MOTOR

The motor designed by Mr. Edison for the Edison Disc Phonograph is many times more accurate and costly than any heretofore used in disc machines. A serious defect in other disc machines, particularly after a period of use, has been that the motors were too weak to properly control the pitch, with the result that the attempted reproduction of music in many cases fell little short of sheer distortion.

THE RECORD

Long ago Mr. Edison rejected the so-called lateral cut method of recording sound because the sound waves thus recorded would - for perfect reproduction - require conditions that are scientifically and mechanically impossible. Therefore, the record for the Edison Disc Phonograph employs the up and down method of recording. A preponderance of other disc records continue to be made by the lateral cut method,

[ATTACHMENT/ENCLOSURE]

because of the greater ease of manufacture. If, through a microscope, you will observe the track made by a reproducing needle on a "lateral cut" record, you will need no further explanation of Mr. Edison's rejection of that method of recording.

The Edison Disc Record is capable of recording 50% more music than other records of the same size, thus making it possible to record many beautiful symphony movements and operatic selections ^{which} ~~that~~ have never been reproduced on the phonograph.

The material used in this record is the result of an almost unbelievable number of experiments, for Mr. Edison realized that the record substance was a matter of immense importance. At last he found the right material. It is a chemical compound of exceeding density and extreme hardness. It is several times harder than the material used in any other disc record, but as ^a ~~the~~ result of Mr. Edison's exhaustive experiments, the "scratch" peculiar to other disc records has been eliminated.

Owing to the unusual character of this material every record indentation - no matter how minute - will retain its original form and will not become effaced or distorted by use. Many of the eccentric and discordant sounds that proceed from other disc records are due to the wear or obliteration of the sound wave indentations.

[ATTACHMENT/ENCLOSURE]

OVERTONES

One of the reasons why other talking machines or phonographs do not give a real interpretation of music is, that, in addition to their inability to record and reproduce the fundamental tones without distortion, they are incapable of reproducing more than one or two of the tone colors or overtones. Nor do they usually give more than a faint and intermittent suggestion of the one or two overtones which they are supposed to reproduce. And furthermore, these, being so weakly ^{ly} produced, are in many cases rendered inaudible by the scratchy sounds common to other disc records. The special material used in the Edison Disc ^{Record} Phonograph, combined with the Edison method of recording and reproducing, gives a complete and perfect reproduction of the overtones of voice and instrument, without which the tone quality of the original cannot be duplicated. There is as great a difference between the two kinds of reproduction as ~~there is~~ between a silhouette and a perfectly photographed and perfectly developed portrait - more difference in fact, for the tone color is faithfully portrayed by an Edison record while adequate color reproduction is as yet lacking in photography.

It is worthy of comment that the Edison Phonograph opens up entirely new fields of music to the phonograph - among others, that of Chamber Music, which heretofore could not be successfully reproduced on disc records but is beautifully interpreted by the Edison Disc Records.

[ATTACHMENT/ENCLOSURE]

RECORDING

To make the phonograph a real interpreter of music there were many acoustical problems to be solved. While others, busy with the commercial exploitation of their instruments, ignored these problems, Mr. Edison worked eighteen hours a day to find a solution of them. He has succeeded. He has found that many accepted acoustical theories are false. He has discovered new principles of acoustics. He has revolutionized the methods of phonograph recording in his own recording laboratory. All of his new discoveries are being embodied in the making of all records for all Edison Phonographs. No other phonograph records embody these discoveries.

GENERAL CONSTRUCTION

Laboratory standards. Richly finished cabinets. Numerous refinements of construction, such as the jointless sound amplifier and the automatic stop which causes the instrument to cease playing when a record is finished. No necessity for and accordingly no unsightly doors.

COMPARISONS

This is an advertisement. Most advertisements are laudatory. This one is no exception. We have tried to impress upon you how wonderful a musical instrument this

[ATTACHMENT/ENCLOSURE]

new Edison invention is, but no words, however extravagant in their praise, could do full justice to the marvelous tone qualities of Edison's masterpiece.

Therefore, we ask you to compare it with other sound reproducing instruments. We ask you to listen to any song on any other disc phonograph and then hear it on the Edison Disc Phonograph. When you have done so, we think you will agree with us that descriptive words fall far short of doing justice to this magnificent creation of Edison's genius, patience and devotion to an ideal.

Three Models: \$250, \$200 and \$150 respectively.

1 AG
N PC
Phone. Base

Mr. Wetzel:

The Laboratory will send down to Mr. Schall this afternoon six metal cabinets for small disc machine. These cabinets are to be finished up as follows:

- 1 mahogany piano finish
- 1 " " dull "
- 1 golden oak polished finish
- 1 " " " dull "
- 1 weathered oak
- 1 white enamel.

Laboratory will send Mr. Wetzel shop order to cover this work. These cabinets are to be finished up at the earliest possible moment and sent back to the Laboratory.

5/28/12.

C.H.W.

Copies to Messrs. Edison: Weber: Schall.

MEADOW CROFT
 ENGSTROM, D. D. S.

NACHTMANN, CAL. May 29, 1912.

Mr. Thos. A. Edison,
 Orange, N. J.
 My Dear Sir:--

I am an orthodontic specialist and my work deals with transformations of the oral cavity and contiguous parts, and in a number of cases treated I have noticed a change in enunciation, which I believe was brought about by a greater command of the tongue, lips, etc. By the assistance of your agents here I have made a few phonographic records, but which do not meet with my entire satisfaction for lack of a clear and distinct reproduction. I would like to have your assistance and any advice from you will be highly appreciated. It seems to me that some means of intensifying the sounds so as to bring out their every variation would be of assistance.

Wish you would keep this in strict confidence as it will take sometime for me to obtain the desired results, the which I would be very pleased to send you.

Thanking you in advance for any consideration you may give this letter, I am

Yours most respectfully

D. D. Engstrom

Rms. 206-7 Hagelstein Bldg.

Mr. Edison Please *May*
GENERAL INFORMATION

The list below shows the total records of various classes and kinds taken from a new complete catalogue issued by the Victor Talking Machine Company under date of May 1912:

TEN INCH SINGLE FACE

English	325
Hawaiian	54
Portugese	260
Purple Label	69
Red Seal	198
Japanese	523
Korean	64

Total TEN INCH SINGLE FACE 1493

TWELVE INCH SINGLE FACE

English	312
Portugese	32
Purple Label	70
Red Seal	762
Japanese	16

Total TWELVE INCH SINGLE FACE 1184

TEN INCH DOUBLE FACE

English	821
Bohemian	58
Italian	178
Hungarian	14
Hebrew	51
Finnish	9
German	39
French	12
Spanish	320
Polish	21
Mexican	7
French	61
Arabian	14
Turkish	20
Swedish	16
Chinese	428
Japanese	116
Greek	49
Miscellaneous	97

Total TEN INCH DOUBLE FACE 2331

TWELVE INCH DOUBLE FACE

English	180
Hebrew	5
Finnish	2
German	1
Italian	56
Spanish	25
Chinese	85
Miscellaneous	38

689 Total TWELVE INCH DOUBLE FACE 392

GRAND TOTAL 5400

*Draws
cabinets*

Mr. Weber:

I am sending you herewith sample drawer for disc records showing how partitions should be arranged to accommodate the records--this sample having been gotten up by Mr. Edison and approved of by the different people interested.

As the record drawers are wider than absolutely necessary for either the ten or twelve inch records, it seems to me the easiest way to arrange for these partitions would be to have strips of wood gang sawed and fastened in on both sides instead of attempting to slot out the drawers themselves. This, of course, refers to only such drawers as are already assembled. On new drawers being built the sides should, of course, be properly slotted before being assembled.

6/8/12.

C.H.W.

Copy to Mr. Edison.

WCH

File - A-22

Messrs. Aiken: McChesney: Hird:

Referring to the method of numbering double face disc records, it has been decided that instead of using in connection with the number the letters "A" and "B" to designate the two different selections that we will simply use the number, leaving the letter off-- for example, if the selections "Evening Star" and "Il Travatore" were to go on one double face record and the number given for the record was to be 8056, this single number is to appear on the edge of the record and on each label on the 2 faces of the record instead of 8056-A to indicate "Evening Star" and 8056-B to indicate "Il Travatore." This single number without letters is also to be followed out in our catalogues and on record boxes.

6/8/12.

C.H.W.

Copies to Messrs. Edison: Goodwin: Dolbeer: Ireten: Stevens: Wurth.

Phone (Pine)

AMERICAN IMPORT

Ing. HUGO ALTSCHUL,
PRAGUE, KOHLMARKT 1.

*German -
description given #
New York in 1910*

DIREKTER IMPORT U.
VENTRIER PATENTIRTER NEUHEITEN
KONTO BEI DER K. K. PRIV.
LÄNDERBANK, FILIALE PRAG.

TELEFON Nr.

PRAG, den June 10. th 1912.

*file
H. F. Miller*

the EDISON TALKING MACHINE CO.,

ORANGE N.Y.

Gentlemen.

I herewith take liberty to call your attention to an important invention which might prove to be of interest to your esteemed concern.

WE PERFECTED A GLASS GRAMOPHONE DISC

which is a far-reaching improvement over the composition disc now in use.

Everybody who had chance to hear our GLASS GRAMOPHONE DISCS play, is surprised about the beautiful pure soft noiseless sounds produced. This invention is patented in almost every country and we are prepared to negotiate with regard to selling patent and manufacturing rights for the United States and Colonies, or if desired patent and manufacturing rights for all countries to one concern.

We do not send out our sample discs for trial purposes, but are prepared for personal interview either here or eventually in America if desired. The latter of course on your account. If you have a representative in Europe let him come, to hear our GLASS DISCS play.

At Mr. EDISON'S last stay in PRAGUE, BOHEMIA the inventor of the GLASS DISCS had chance to see Mr. EDISON and-as the time was a too limited one- was advised to send in directly description and proposition.

AMERICAN IMPORT

Ing. HUGO ALTSCHUL,
PRAGUE, KOHLMARKT 1.

DIREKTER IMPORT U.
VERTRIEB PATENTIRTER NEUEHEITEN
KONTO BEI DER K. K. PRIV.
LÄNDERBANK, FILIALE PRAG.

TELEFON Nr.

PRAG, den 191.....

II.

Enclosed please find description and I shall be pleased to give
full information if desired about all points in question.


The great interest shown from everywhere makes quick action a
necessity in case you care to take this matter up.

Cableaddress : AMERICAN IMPORT PRAGUE KOHLMARKT 1 BOHEMIA.

Hoping to be favored with an early reply

I am

very truly yours.



[ATTACHMENT/ENCLOSURE]

Translation from German

Made by

O.L.

Checked by

TALKING DISCS OF GLASS.

Mr. A.F. Miller Laboratory

- The technical possibility of making TALKING DISCS of GLASS is to-day a fact proven by experiments, of far-reaching importance, for:
- 1) the glass discs can be manufactured cheaper than shellac discs, because shellac costs on an average four times as much as glass. (The cost of manufacturing a 25 cm glass disc amounts to 15 pfennigs or less).
 - 2) The glass discs are harder and therefore more durable than the sound discs used heretofore. The pin cannot do any damage to the glass sound grooves, it can even be rightly claimed that the latter are indestructible as to frequent pure reproduction of the sounds. Playing off the glass discs with specially large and heavy sound boxes, as for instance pressed air sound boxes, likewise does not do them any harm.
 - 3) The structure of the glass is homogenous by nature. Because the glass is smooth and hard the glass disc, provided that the position of the pin towards the horizontal plane is about 15 degrees, reproduces the sounds clearly without any noise accompanying.
 - 4) The glass, being hard, homogenous and smooth, cannot be affected by the pin, and it has even been shown that the petty blunting of the pin caused by the playing has a favorable influence on the reproduction of the disc, as only in this case the steel pin perfectly presses close to the sound grooves. At least 50% of the pine, therefore, can be saved, without

[ATTACHMENT/ENCLOSURE]

-2-

having to be afraid ^{that} the quality of the disc suffers thereby.

- 5) The shellac discs break very easily, whereas the glass discs are durable.
- 6) The glass discs are not influenced by any change in the temperature, which cannot be said of the ordinary discs, and they are excellently suitable for the EXPORT into TROPICAL AND OTHER CLIMATES.
- 7) The glass discs may be fancily designed in different colors and, on account of ~~its~~ ^{their} being of course transparent and cheaper and more durable than shellac discs, they may very conveniently be used for advertising purposes.

American Import
Hugo Altschul, Engineer,
Kohlmarkt 1,
Prague.



[ATTACHMENT/ENCLOSURE]

51275-

Millon



SPRECHPLATTEN aus GLAS.
XX

Die technische Möglichkeit
SPRECHPLATTEN aus GLAS herzustellen, ist heute eine experimentell
bereits erwiesene Tatsache von weitreichender Bedeutung, denn:

1. Die Glasplatten können billiger hergestellt werden, als Schellackplatten, denn Schellack kostet durchschnittlich 4 mal so viel als Glas. / Erzeugungspreis einer 25cm Glasplatte beträgt höchstens 15 Pfennig./
2. Die Glasplatten sind härter und deswegen dauerhafter als die bisherigen Schallplatten. Den Glas-Schallrillen kann die Nadel keinen Schaden zufügen, ja man kann mit Recht behaupten, dass sie im Bezug auf vielfache, reine Wiedergabe der Töne unverwundlich sind. Auch das Abspielen der Glasplatten mit besonders grossen und schweren Schalldosen, wie Pressluftschalldosen, schadet ihnen nicht im geringsten.
3. Die Struktur des Glases ist von Natur aus homogen. Weil das Glas dazu glatt und hart ist, reproduziert die Glasplatte, natürlich bei einer Stellung der Nadel von ca 15 Grad gegen die Horizontal-Ebene, die Töne rein ohne Nebengeräusch.
4. Da das Glas hart, homogen und glatt ist, kann es von der Nadel nicht angegriffen werden und es hat sich sogar gezeigt, dass die kleine, durch das Spielen hervorgerufene Abstumpfung der Nadel die Wiedergabe der Platte günstig beeinflusst, da sich der Stahlstift erst dann vollkommen den Schallrillen anschmiegt. Man kann darum mindestens 50% der Nadeln ersparen, ohne befürchten zu müssen, dass die Qualität der Platte hierdurch abnimmt.
5. Die Schellackplatten brechen sehr leicht, wogegen die Glasplatten dauerhaft sind.
6. Die Glasplatten vertragen ohne Schaden, im Gegensatz zu den gewöhnlichen Platten, jede Temperatureinflüsse und eignen sich vorzüglich zum EXPORT für TROPISCHE und ANDERE KLIMATE.
7. Die Glasplatten lassen sich geschmackvoll in verschiedenen Farbnuancen durchführen und können, weil sie natürlich auch durchsichtig, billiger und dauerhafter sind als Schellackplatten, ausserordentlich leicht für Reclamezwecke verwendet werden.

AMERICAN IMPORT
Ing. HUGO ALTSCHEL
PENK, HOLLWARTS

7A E 2nd

TELEGRAM---6/25/12---PAID.

Mr. Nelson C. Durand,
Second Vice President,
Thomas A. Edison, Inc.,
C/o Hotel Frontenac,
Quebec, Que., Canada.

Merit wins again.
Conservative Equitable Life
Assurance Society just ordered
twenty five Edison Machines.

THOMAS A. EDISON, INC.

Copy for Mr. Edison.

Phono - Disc

Messrs. Maxwell: McChesney: Delbeer: Goodwin: Stevens: Ireton:
Berggren: Redfoarn: Phillips:

Supplementing my memo. of the 29th, please note the following list
prices and discounts on disc phonographs mounted in special cabinets:

MODEL	LIST	JOBBERS	DEALERS
A 275 Sheraton inlaid plain	275.00	50	35
A 290 " " marquetry	290.00	50	35
A 375 Louis 15, mahogany cabinet	375.00	37-1/2	25
A 425 " 15, cirass. Wal. "	425.00	37-1/2	25
A 400 " 16, mahogany cabinet	400.00	37-1/2	25
A 450 " 16, Cirass. Wal. "	450.00	37-1/2	25

7/2/12/

C. H. W.

Copies to Messrs. Edison: Dyer.

SAMPLES OF NEW DISC RECORDS FOR APPROVAL OF RECORD COMMITTEE
JULY 9th, 1912

(Accepted by Mr. Edison as to time, execution and accompaniment--
not surface)

995	S-2	"Manon Lescaut"—Ballet de rive X	Korsoff
997	S-1	Linda di Chamounix Ambro Nati, etc. X	Polise
751	S-1	Ständchen von R. Strauss	Emote
903	S-1	Sticliance di Pergolesi X	Labia
864	S-1	"Fagiolacci"—Ballatella	Labia
719	S-2	Mattinata	Labia
725	S-2	"La Boheme"—Mi chiamo Mimì	Labia
720	S-2	"La Tosca"—Vissi D'Arte, etc.	Labia
993	S-1	Souvenir of Moscow X	Spaulding
287		Bando Capriccioso	Spaulding
818	S-2	Der Geigenmeister von Cremona X	Spaulding
948		"Die Meistersinger"—Prize Song X	Gruppe
999	S-2	Berceuse X	Gruppe
1022	S-1	Trammarie	Gruppe
1023	S-1	Simple Aven	Gruppe
1021	S-2	"Rundhäuser"—The Evening Star	Gruppe
1016	S-1	Polonaise Brillante in D	Farlow
939	S-1	Whispering Flowers	Con. Band
1027	S-1	Dear Heart	Ven. Trio
616	S-2	Love's Old Sweet Song	" " "
682		Memories of Home	" " "
1029	S-1	Moscow's Serenade	Deaf
952	S-1	The Mocking Bird	Dora
1026	S-1	The Fairest Rose Waltz	Marcella
161	S-4	Bonnie Sweet Bessie X	Voccey's Orch.
931	S-2	Heart Strings Waltz X	Chalmers
832	S-1	Heart Bowed Down	"
997	S-2	In Happy Moments	Sponsor & T. Chalmers
996	S-2	Error of These	Hindemeyer & D. Chalmers
1020	X S-3	Larkboard Watch X	Kirball & Anthony
812	S-3	Miserere X	Sponsor
836	S-3	Bunny Days	Am. Orch.
937	S-2	Fantastic Overture	" " "
977	S-1	Foresetta Tarantella	" " "
966	S-2	Semiramide Overture	" " "
1065	S-1	Ballet Music—Faust, Parts 1 & 2	Hackett & Chorus
985	X S-2	Sweet Genevieve X	Locki/Quart.
1053	S-1	Flower Song	Anthony & Harrison
1052	S-1	The Bloom is on the Eye X	Collins
1050	S-1	My Sambo	"
1055	S-1	Below Mason Dixon Line X	Collins & Harlan
1051	S-1	Moonlight in Jangleland X	" " "
1054	S-1	Memorizing Mendelssohn Tune	" " "
1040	S-1	Who Two Poets X	Golden & Hughes
1038	S-1	My Lady Lou	Van Brunt & Cho.
1001	S-2	No One to Love X	Mixed Quart.
999	S-2	Anvil Chorus	Ed. St. Opera
951	S-1	Indiana—Tango X	Voccey's Orch.
969	S-1	Loutan dagli occhi	Mells
1077	S-1	Old Folks at Home X	C. Miller
867		Sola Perduta	Ackte

Xylophone

447 1/2 sec. 1/2 sec.
999 1/2 sec. 1/2 sec.

1011. 1/2 sec. 1/2 sec.
1009 1/2 sec. 1/2 sec.

608 1/2 sec. 1/2 sec.

864 1/2 sec.

Ackte

Ackte

X F 4 290

①-2

-2-

612 S-2 Still wie die Nacht
569 Darling Nellie Grey
858 S-1 Stabat Mater
1035 S-1 Massa's in the Cold, Cold Ground

Glanoros
Met. Quart.
Kimball & Chorus
Met. Quart

Music Room

July 9, 1912

Just records made & shipped

TOTAL

<u>NAME OF SINGER</u>	<u>CLASS</u>	<u>SELECTION</u>	<u>MASTERS</u>
Miss Ethel Daney	Contralto.	Home in the End	& Scale. 2
Miss Emilia Corsi.	Soprano.	O Patria Mia	& Scale. 2
Mr. Charles Roff.	Baritone.	Drake goes West.	& Scale. 2
Miss Hilda Cragg-James.	Contralto.	Home in the End	& Scale. 2
Miss Ethel Williams	Soprano.	Dearest Heart.	& Scale. 2
Miss Mary Williams	Contralto	The Rosary	& Scale. 2
Mr. Berwick Cawley	Baritone.	Love could I only tell thee.	& Scale. 2
Carlo Albani.	Tenor.	O mato asil. William Tell.	& Scale. 2

#5204 Metropolitan Tower,

New York, July 11, 1912

Mr. Thomas A. Edison,
Laboratories,
Orange, N. J.

Dear Sir:-

Having been informed by a friend of mine that the Edison Phonograph Co. expects to manufacture so called disc records or flat records, the thought has occurred to me that if this be true, that a corrugated record would give opportunity to the singer or performer of giving a much longer selection by reason of the increased amount of surface travelled by the needle.

If it would be possible to manufacture a record of this kind, I would be very glad to hear from you, and if you wish it, call and see you and give you a few more details in relation to this idea of mine.

Yours very truly,

James O. Thomas

P.S. The enclosed rough drawing will give another detail of my idea.

EDISON CROFT.
11/11/12. *See for 2*
Handwritten note: The records will have a corrugated surface. I have heard of this before.

Handwritten: *Disc*

Mr. Hird:

Issue manufacturing orders immediately for the following:

DISC CABINETS ONLY

25 model 300 Circassian Walnut--manufacture these over from the
(Amberola cabinets now in stock.
50 " 450 Louis 16th Circassian Walnut
50 " 400 " " Mahogany
50 " 425 " 15th Circassian Walnut
50 " 375 " " Mahogany
50 " 290 Sheraton marquetry inlaid
50 " 275 " plain "

20,000 A-60 mechanisms complete including reproducers
2,000 A-60 metal cabinets--finishes to be decided later

5,000 Cylinder diamond A reproducers } for machines to be ordered
50,000 " " B " } later and for extras.

REPRODUCER ARMS TO CHANGE OVER MACHINES NOW IN USE SO THEY CAN TAKE
THE DIAMOND REPRODUCERS.

2,500 Gem reproducer arms
2,500 Fireside reproducer arms
10,000 Standard reproducer arms.

Work on all of this apparatus should be started immediately
and rushed all possible with the view of having it all completed
by October 1st.

7/18/12.

C.H.W.

Copies to Messrs. Edison: */* Dyer: Dolbeer: Weber: Wetzel.

CALLERS AT NEW YORK OFFICE.

August, 1, 1912.

Weisman, Mr. - and Friend.

Brancone, Jos. - Caruso Phono. Co., New York.

Hansen, H. - Metuchen, N. J. { Sent by Blackman.
Martinsen, Mr. - {

Angevine, A. J. - South Norwalk, Conn.

Kralschman, R. C. - Philadelphia, Pa. {

Hains, J. - { See Mr. Philips about them.
Menzell, S. S. {

August 2, 1912.

Ramus, Dr. Carl, - U. S. Health & Marine Hospital Service.

Glover, Mr. - Plainfield, N. J.

Thompson, W. B. - Thompson Music Co., Port Richmond, S. I.

Rantl, Mr. - of L. Chavalier, Brooklyn, N. Y.

Fisher, Mr. - and friend, Harrison Moors Co., Woonsocket, R. I.

Zabriskis, H. B. - Ridgewood, N. J.

Allen, E. C. - Multiphone Operating Co., Philadelphia, Pa.

Please See

SEP 5 1912

Mr. Hird:

Issue manufacturing order for 5,000 Amberola V concealed horn cylinder machines to be listed at about \$75.00, and 10,000 Amberola VI concealed horn cylinder machines to be listed at about \$50.00. Work on these should be pushed with a view of having them ready for shipment with other new goods about Oct. 1st, and 100 of each should be put through at the earliest possible moment to be used as samples to send to jobbers.

8/2/12.

C.H.W.

Copies to Messrs. Dyer: Edison: Wober: Wetzel: Dolbeer: Goodwin.

1-15-44 Ed - Hand Amps - 12

Walter Miller

Send over 4 tracks

~~Master~~ blanks

Egan

August 16, 1912.

Mr. Dyer:-

In looking up the correspondence regarding the trade mark OPERA, I find that we first called the matter to the attention of the U. S. Phonograph Co. on February 28, 1912 notifying them of our use of the mark and requesting that they consider the advisability of making a change. They referred the matter to Mr. Fay and on March 5th Mr. Fay wrote asking whether we had registered the word and whether our use had been exclusive. We replied on March 8th that the word had been adopted as a trade mark on September 7, 1911 and in use since November 24, 1911, that such use had been exclusive and that an application for registration had been filed. Mr. Fay replied on March 30th to the effect that his investigation indicated that the U. S. Company had a prior right to use the word and recommending to our consideration that our Company should drop the use of the trade mark. We replied on April 4th asking for further information as to their prior use of the word and he replied on April 12th that he was not prepared to state what was the earliest use, but that it had been extensively used prior to the dates set up in our letter of March 8th and that he understood the mark has been used practically since the organization of the U. S. Company, also advising that an application for registration had been filed. This is all of the correspondence.

The interference was declared on June 4th and the testimony of the U. S. Company is to be closed by September 4, 1912, they having informally advised us that they had expected to proceed during the week beginning August 26th.

Delos Holden

DH/JU

PRESIDENT'S OFFICE

Memorandum

2147B

Phon. - Legal

56
Concert is ok 7/10/12
August 17, 1912.

Mr. Edison:

An Interference has been declared in the Patent Office between ourselves and the United States Phonograph Co. involving the ownership of the trademark "Onera" as applied to phonographs.

We have used the trademark continuously since November, 1911, and they claim to have used it since some time in 1909.

From about 1901 to 1907 we used the word "Onera" as a code word for a particular type of phonograph, and in our catalogues this machine was referred to as the "Onera" phonograph.

It is questionable, however, whether our use of the name could be considered a trademark use, and it is also probable that we abandoned the name by discontinuing this particular machine from our catalogues.

It seems very probable to me that on the merits the United States Co. are ahead of us and that if the Interference is contested they will prevail. Under these circumstances it seems to me that the best thing to do is to change the name of the machine, which can be done in the next edition of our catalogues, instead of going to a lot of expense in making a contest on an unimportant issue.

Would you have any objection to changing the name to "Concert"? I make this suggestion because we already have registered this word as a trademark for phonographs.

Mr. Edison- 2:

and the old Concert machines have been so long off the market
that I do not think there would be any confusion in the
minds of the trade. Furthermore, "Opera" and "Concert"
are quite similar words.

FED/IWW

F. L. D.

A handwritten signature or set of initials, possibly 'F.L.D.', written in dark ink.

MELZER BROS., SUCCESSORS TO

ADOLPH MELZER

SUCCESSORS

MADE IN GERMANY
TRADE MARK
REGISTERED PATENT
TRADE MARK
REGISTERED PATENT



A. MELZER

FINE Toile Soaps

AUG 24 1912

Evansville Ind. Aug. 21st 1912

Dear Mr. Edison

Referring to my letter of April 10th and your reply of the 15th, wish to say now that I tested my new cylinder compositions by moulding and making records on the "Triumph" machine you kindly sent me 7 or 8 years ago. I was never able to make a satisfactory record on that machine, probably the fault lies in an unsuitable diaphragm (its mica and apparently too stiff) however I can tell that I have not yet conquered our mutual enemy, Mr. Scratch. May be his place of business is not located in the cylinder, maybe its in the recorder, but then again, records made with the same recorder on different cylinders, are not alike scratchy; some are more so and some less, which would point to a difference in quality of the material; and I notice too, that records become more scratchy with age, which I believe indicates crystallization - a form of decomposition - dissolution into the indivisible elements. I am not done yet with that scratchless cylinder problem. Have not been able either to find a 6" cylinder spring motor graphophone, and will now use my electrically driven graphophone,

and also connect a phonograph motor that I have, with my "Triumph" phonograph. It won't like the spring motor on account of its occasional jerks and grunts, which shake the house and seem to be due to some deflection action of the coiled springs. I have consulted several of our electricians about running the motors direct from the light fixtures in the house, but they say it can not be done. Why not? My storage batteries are in a bad way. Had new zincs put in one at an expense of \$10.- and got 2 hours work out of it. Then it was dead, and I was disgusted. Took a look at the blamed thing a week ago and found the hard rubber case cracked. Our storage battery mfr. is building a new one for me right now, which may do better.

Have talked with one of our phonograph dealers about fitting up one of my machines with attachment for playing the "Amberol" records, but he could not give me all the information I wanted. I would like to fit up either the "Triumph" or my "Concert" (5" dia. cylinder) phonograph for playing the "Amberol" and also the standard records, of which latter I have more than 1000, including 50 or less grand Concerts (standard) and about 100 or 5" dia. Concerts, also want reproducer and a recorder of beat type with extra diaphragms for recording faint records on standard size cylinders.

Can you equip me in good shape with all this additional phonographic paraphernalia, ~~then~~ including a first class storage battery? How much? Would also want about 500 Amberol Concert records to start

with, but then I could get of the dealer here,
unless you will put me on your dealers list
and give me the trade discount; or you can
give them to me absolutely, if you prefer.

How is your large type phonograph coming
along, and the Edison gramophone? I was
pained to learn that you had decided to go into
the pie-plate-phonograph business. I would
never go back on the cylinder.

I have still my 13 x 26 inch cylinders, but have
no machine to run them on. Will start on my
phonovitascope soon as I get that scratchless
cylinder down pat.

Very sincerely yours

A. Melzer

Photo

Messrs. Wotzel: Hird: Rubino: Schall: May: Ellis: Morris: Brooks:
Waterman:

We desire the following phonographs for exhibition purposes at the Boston Electrical Show, and shipment of same must be made from here not later than September 20th. Please go over this list very carefully and report to me the date on which you can complete your part of the work necessary for these machines. I must have this information within the next three days.

DISC MACHINES

3 A-60	} 1 White Enamel } 1 Mahogany } 1 Golden Oak
3 A-75	} 1 Mahogany } 1 Weathered Oak } 1 Golden Oak
3 A-100	} 1 Mahogany } 1 Weathered Oak } 1 Golden Oak
3 A-150	} 1 Mahogany } 1 Fumed Oak } 1 Golden Oak
2 A-200	} 1 Mahogany } 1 Golden Oak
1 A-250	Mahogany
1 A-300	Circassian Walnut
1 A-275	Sheraton - plain
1 A-290	Sheraton - marquetry
1 A-275	Mahogany
1 A-425	Circassian Walnut
1 A-450	Circassian Walnut

CYLINDER MACHINES

2 Amberolas I	} 1 Mahogany piano } 1 Golden Oak
2 Amberolas III	} 1 Mahogany piano } 1 Golden Oak
2 Amberolas V	} 1 Mahogany piano } 1 Golden Oak
2 Amberolas VI	} 1 Mahogany piano } 1 Golden Oak
2 Concert (Opera)	} 1 Mahogany piano } 1 Golden Oak
2 School outfits	

8/27/12.

Copied to Messrs. Dyer, Wilson, E. E. Wilson

Edison

August 29, 1912.

Messrs. Weber, Wetzels- Philips- Ireton- Youmans- Leeming- Dolbeer-
McChesney- Stevens- Goodwin- Maxwell- Hird- Berggren-
Eckert- Brown- Redfearn:

Please note it has been decided to put out two additional types of Concealed Horn Cylinder Phonographs of design submitted by Mr. Weber and approved of by Mr. Edison.

They will be known as "Amberola V", listing at \$80, and "Amberola VI", listing at \$60.

These are the two machines for which manufacturing orders have already been issued for 5,000 and 10,000 respectively, and every effort must be made to get some of them out for shipment by October 1st.

It has also been decided to manufacture a Model A80 Disc Phonograph, which will consist of the same motor as in the A60 and the cabinet which has been designed by Mr. Rubino and approved of by Mr. Edison. Manufacturing order will be issued for 5,000 of these machines-- 3500 to be in Mahogany cabinets and 1500 in Oak.

It has also been decided to manufacture a Model A100 Disc machine, which will consist of the same mechanism as in the A60 and a self-supporting cabinet designed by Mr. Rubino and approved of by Mr. Edison. As this machine will perhaps affect the sale of our Model A150 Disc, and considering that we have 3,000 of them coming through, it has been considered advisable not to announce this machine with the others but to hold it back until the larger portion of the A150 have been disposed of and we have accumulated a sufficient stock of the A100 to meet first orders. Manufacturing orders will be issued for 3,000 of these machines-- 2,000 to be in Mahogany and 1,000 in Oak cabinets. All material should be ordered and work pushed ahead as rapidly as possible, without interfering, however, with the other types of machines which are to be gotten out ahead of this one.

If this memorandum is not thoroughly understood by all, please see me.

CEW/IWW

C. H. Wilson.

(Copies to Mr. Edison and Mr. Dyer)

Phons

Mr. Hird:

August 29, 1912.

Issue manufacturing orders for 5,000 Model A80 Disc Phonographs, as per sample and specifications furnished by Mr. Weber and approved of by Mr. Edison -- 3500 to be mounted in Mahogany cabinets and 1500 in Oak.

Also issue manufacturing order for 3,000 Model A100 Disc Phonographs, as per sample and specifications furnished by Mr. Weber and approved of by Mr. Edison -- 2,000 to be mounted in Mahogany cabinets and 1,000 in Oak. Raw material for these should be ordered at once. Work on these machines should progress as rapidly as possible but should not in any way be allowed to interfere with work on other types of Disc and Cylinder machines, as we will not announce them to the trade until later on, or until the larger portion of the 3,000 Model A150 Disc Phonographs now on manufacturing order have been disposed of.

Note that the mechanism for filling the Model A80 and Model A100 Disc machine orders will be practically, if not absolutely, the same as for the A60 Disc, and as there are 20,000 of the A60 mechanisms on manufacturing order, these 8,000 should be taken therefrom.

CHW/IWW

C. H. Wilson.

(Copies to Messrs. Edison- Dyer- Weber- Wetzel)

show

Wetzel -
Why work night & day
on 30 Reproducers when
I understand there are
several hundred in
stock -

OFFICE - AUGUST 30 - 1912

Messrs. Weber, Wetzel, Waterman, Hird, Rubino and Schafer.

Please note that for Salesmen's use, we should have ready by September 15th at the latest, thirty (30) Model "B" Diamond Point Reproducers, and within two weeks thereafter 150 additional ones to be sent to Jobbers with some of the Blue Amberol Records as samples. Work on these Reproducers should be pushed night and day in order to get them out by the date specified and earlier if possible.

If such a thing is possible, we must also have for Salesmen's use by September 15th, thirty (30) each Amberola V. and Amberola VI. Phonographs, and to be sent to Jobbers as samples by September 30th, 150 of both the Amberola V. and Amberola VI Machines.

C. H. WELSON.

Copies to Messrs. Edison, Dyer, Dolbeer, Ireton, Goodwin.

Mr. Edison
shows are for Cylinder
Machines. none yet
made.
9/15

Para

SEP 5 Rec'd

Mr. Weber:

If you are following copies of the weekly Disc Phonograph report and schedules sent you by Mr. Hird, you will have seen that for the total number of machines estimated as required to fill first orders, the model A 250's are practically finished with the exception of testing and some of them have been tested and are packed, also that for the model A 200's and A 150's, work seems to be progressing favorably, and if Schell and the Testing Dept. can finish the cabinets and test the machines as fast as they are received by them, we should be able to have enough of these types ready to take care of first orders. On the A 60, however, the work seems to be progressing rather slowly and as far as I can ascertain no promises whatever can be given by any of the various departments as to when they will have their particular parts ready; in other words, Otto Weber has not got the tools all finished yet nor can he promise when he will have. For the horns he has not yet commenced the tools. For the mechanisms no promises can be obtained as to when they will be ready--some parts have come through but others are not yet in sight. For the cabinets the tools are not all yet completed and no date can be arrived at as to when they will be ready, the cabinets assembled and Schell's work on them completed. For the reproducers we seem to be all right, although up to the time Mr. Hird notified some of the departments this morning, they were not even aware that they were to be nicked instead of oxidized and as a result were going right ahead and oxidizing more than we required for the model A 150 type.

It seems to me you should give your particular attention to the model A 60 machine all the way through to see if something cannot be done to hasten its completion.

In addition to the disc machines above mentioned I am as yet unable to obtain any satisfactory information concerning the Amberola 5th and 6th cylinder machines, of which we will have to have quite large quantities to fill initial orders. Won't you please look into these machines also.

I am aware that no disc records are yet ready and you may use this for an excuse for not pushing the machines, but I don't think you should do so. Let us get the machines ready and then extraordinary efforts can be put on the records when Mr. Edison says they are all right.

9/4/12.

Wm. Ed. W.

C.H.W.

Given
Messrs. Edison: Hutchison:

I attach hereto copy of memo. I am sending to Mr. Bliss, relative to D. C. and A. C. motors for the Highamophone. It is quite important that we know immediately what motors are to be used so that no delay will take place in completing the 25 machines, the mechanical parts of which ~~will~~ ^{should} be completed within the next month.
9/5/12.

C.H.W.

Mr. Bliss:

Will you kindly advise me where the D.C. motor now in use on the Highamophone was purchased and if was decided to be the standard to be used on additional Highamophones operated by D.C., also if any decision has ever been arrived at as to what A.C. motors would be used for those machines and from whom they can be purchased.

An early reply will oblige.

9/5/12.

C.H.W.

Copy to Mr. Edison 12-0-10

Sept. 5, 1912

Mr. C. H. Wilson:

In reference to your memorandum of the 4th covering the condition of the Model A-250, A-200, A-150 and A-60 Disc Machines, as well as the Amberola V and VI Cylinder machines, would say that your statement in regard to the A-60 machine is somewhat incorrect. Of course, the tools for the manufacture of the motor have not all been finished, but the jigs and fixtures for the castings are all completed, in fact, they were being worked upon while the patterns were being made and the castings are beginning to come in and can be machined up. These tools include profiling fixtures, drilling fixtures and drilling jigs. We have not as yet received any malleable iron spring barrels, but I have ordered 150 of brass which have come in and the first operation has been completed in the Screw Machine Dept. and the second operation is now being performed. For the large worm gear, the tools and fixtures are completed and mostly all of the Screw Machine parts are going through.

As to reproducers, the foreman of the Nickel Plating Dept. was instructed 2 weeks ago to nickel plate these reproducers, but I find now that the Drafting Dept. received instructions from Mr. Harper that the parts for the A-60 machine should be oxidized. I have not received any instructions in writing to that effect, but Mr. Fairweather took it for granted that we were to follow the instructions of Mr. Harper in regard to this machine, and has, therefore, sent out instructions to that effect. I am trying to verify these instructions as soon as I get hold of Mr. Harper.

As far as paying particular attention to the A-60 machine, I can assure you that no time has been lost whatever as we started to work on these parts as soon as we received information and instructions to go ahead.

In reference to the Amberola V and VI, as soon as the models were tested out in the Laboratory and were approved, we went on with the patterns and we just received the first sample casting for the top plates, but very little has been done on the tool work for these machines for the reason that the Tool Room has been pushing through the tools for the take-up for the Home P. K. machine and tools for the A-60 and Diamond reproducers.

In regard to the work on the Diamond Reproducers for the Blue Amberol Record, we are prepared to complete the cups just as soon as they are received from Gray, and the tools for the smaller parts - dies for the spring, rubber gasket and diamond arm are completed. The swirl pins are being made in the Screw Dept. and they are also beginning to turn out the clamping rings. We have plenty of rings on hand for the Model "G" Reproducers, with the exception that the outer face is knurled, which Mr. Edison objects to. If it had not been for this objection, these things could be used.

The tools for drilling and finishing the Diamond Arres are completed. We expect that within a day or two, we can deliver them to Traphagen from the Punch Press Dept. So far we have made 900 diaphragms and work has been continuing steadily on them and within a few days we shall have the fixture for rounding the corks, and there is nothing to stop us from going ahead on those reproducers. Order has been placed for the corks and 1000 has just been received and we expect to receive an additional 2000 in a few days.

The diamond points we are now getting at the rate of 350 for a 10 hr. day. We do not anticipate any hold-up on the diamond situation, at any rate, we are pushing this reproducer so as to be able to make shipment with the first shipment of Blue Amberol Records.

The situation on Hiampphones is as follows: 2 machines completed; 25 more will be completed with a month; and 75 more I find we can complete by the early part of December, if we do not wait for tools, but continue working on the top plates and the other castings with temporary fixtures and gauges that we now have. All work will be followed up and every effort is being made to complete the 100 machines by December First.

FW/BB

P. Weber

Phone
M. C. LEFFERTS, President

D. G. MAYNARD, Vice President

H. BAWLE, Vice President

C. MONTGOMERY, Secretary and Treasurer

THE CELLULOID COMPANY

EXECUTIVE OFFICES

30 TO 36 WASHINGTON PLACE

NEW YORK

TELEPHONE
EXCHANGE
CABLE ADDRESS
"CELLULOID"

TRADE MARK
"CELLULOID"

September 5, 1912.

Mr. Thomas A. Edison,

Orange, N. J.

My dear Mr. Edison:

MEADYORK N. Y. file Celluloid

Referring to our conversation re defective surface of the phonograph tubes, we are now carefully examining the tubes at different stages of the manufacture, seasoning and shipping, to determine if possible at what point the surface scratching or marking occurs and to endeavor to find methods of overcoming it.

We shall also polish more highly the inside of our "nozzles" for forming the tubes, which are now only smooth finished, and see if that reduces any of the longitudinal scratches.

No particular care has been exercised in handling these tubes after making, as this point has never been raised before and we did not recognize its desirability. As about 95 percent of the small lateral scratches are evidently due to handling by us or during shipping or possibly by you after receipt, more careful handling and packing will undoubtedly result in improvement.

As regards the suggested deleterious effect of strong acetone upon the surface of the "Celluloid" tubes, we wish you would carry your investigations further and would be glad to know the results as according to our theories and our practice along the lines we are accustomed to work, we think the advantages of a strong solvent outweighs its disadvantages.

Mr. Thomas A. Edison

Sept. 5, 12.

The particles of nitro-cellulose and camphor in our compound are in such intimate mixture as to be equivalent to a solution and are so minute as to be undetectable under a powerful microscope. Both the camphor and our form of nitro-cellulose are equally soluble in acetone so that anhydrous acetone should show no selective action upon dipping the "Celluloid" into it. It should tend to soften and slightly flow the surface so as to smooth over all minor imperfections leaving the surface with a polish. Of course if there should be present in the surface of the "Celluloid" any small particles of dirt or other insoluble foreign matter, the acetone might loosen and carry it away leaving a depression, but this would be true in any case.

I would suggest, if it has not already occurred to you, to take a white blank containing some of the imperfections discovered under the microscope and after marking on the inner side of the tube the points at which they occur, dip the blank into various strengths of acetone and then "print" it; should the marked defects not be noticeable in the printed record, it would either show that the acetone it was dipped in had corrected them or else that they were negligible any way. If new defects developed other causes would have to be sought. Variations or improvements of such a test will of course suggest themselves to you.

I have instructed the factory to send you direct say 6 pieces of tube 12" long taken from some tube newly run which has been handled as carefully as practicable. These will be quite fresh and will contain an excess of camphor over what is in the seasoned tube. Later to send you some more samples from the same tubes after seasoning but still subjected to careful handling.

Mr. Thomas A. Edison

Sept. 5, 12.

I understood that the 100 records among which you found such a large percentage of imperfect ones, were from the earliest that you had turned out and possibly new machinery and unskilled labor contributed to the result. I would be glad to hear if later results bear out such a large percentage of spoiled records and we will welcome any criticisms of our material which will enable us to perfect it to meet your demands, if it lies within the nature of the material itself.

Very truly yours,

Wm. B. Sedgwick

President

Sept. 6, 1912

Mr. E. J. Berggren and file:-

Please furnish me with Edison Phonograph Works Board of Directors' Resolution authorizing the placing of contract with Union Drawn Steel Company for three hundred (300) tons Cold Drawn Screw Rod, to be taken by January 1, 1913.

In this connection please note that of this 300 tons is specified for the reason that from 150 to 200 tons will probably be required by the Storage Battery Company, (who have the privilege of drawing against this contract), and 50 tons will be immediately deducted on account of over shipment on the contract just expiring.

The approximate obligation involved in this contract is \$ 13500.

HTL/MD

H. T. LEEMING.

CC to Messrs. Dyer, Wilson, Bachman, Harry Miller.

photo

W

Mr. Wober:

Referring to instructions given by Harper to Fairweather relative to oxidizing reproducer and other parts for A-60 disc machine, I have just seen Mr. Edison and he has decided that with the exception of the cabinet rod heads, all other parts, that is, reproducer, reproducer clamping ferrule, speed adjusting knob, speed indicator dial and rod, cabinet front grill knob, are to be nickeled. Cabinet rod heads are either to be grained the same as the cabinets or finished in some other way as near the color of the cabinets as possible. Please give necessary instructions to people interested to this effect.

9/6/12.

C.H.W.

Mr. Edison Harper

plans

Mr. Weber:

In accordance with matters decided on yesterday at the Executive Meeting, it will be necessary to provide the following apparatus in the order mentioned:

(1st) 30 model "B" diamond point reproducers for salesmen's use by September 15th.

(2nd) At least 100, and 200 if possible, model "B" diamond reproducers for Jobbers' samples between September 15th and 20th.

(3rd) A stock of all types of our present model cylinder machines, equipped with diamond point reproducers by October 1st. This will necessitate the changing of arms on the Gem, Fireside and Standard types to accommodate the diamond reproducer.

(4th) A comparatively small stock of Gem, Fireside and Standard machines equipped with sapphire reproducers to take care of such orders as do not specify diamond reproducers.

(5th) All cylinder machines for shipment on and after Oct. 1st must be made in the four-minute type only.

Please look into these matters immediately and give such instructions throughout the shops as will insure our having this apparatus on time.

This memo. refers to apparatus for use in the United States and Canada only. For Europe and other foreign countries we will continue to supply the same style machines and other apparatus as at present until further advised.

9/10/12.

C.H.W.

Copies to Messrs. Edison; Dyer; Wetzel; Hird; Dolbeer; Goodwin; Iroton; Maxwell; McChesney.

from

Mr. Weber:

We are now supplying two-minute recorders with Home and Triumph Phonograph equipments, but it has been decided to discontinue including them with these equipments on and after Oct. 1st. Neither will a four-minute recorder be included to take their place. After Oct. 1st, all machines will be shipped without including a recorder in the equipment. Please govern your output of recorders accordingly and limit the manufacture of them to use with the Home Shaving Outfit only.

9/10/12.

C.F.W.

Copies to Messrs: Edison: Dyer: Wetzel: Hird: Dolbeer: Goodwin: Iretton:
Maxwell: McChesney.

Page 2

THOMAS A. EDISON;
CHAIRMAN BOARD OF DIRECTORS

FRANK L. DYER,
PRESIDENT



THOMAS A. EDISON

Thomas A. Edison, Inc. Orange, N.J., U.S.A.

Edison Phonographs and Records
Edison Primary Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Dictating Machines
Edison Home Kinetoscopes and
Motion Picture Films

LONDON
PARIS
BERLIN
SYDNEY
BUENOS AIRES

CABLE ADDRESS
"ZYNGTIC, NEW YORK"

Address your reply to

Thomas A. Edison, Inc., Recording Dep't.
79-83 Fifth Avenue
New York

September 10, 1912

Mr. Meadowcroft,
Orange, N. J.

Dear Sir:-

I have your letter of August 27th which Mrs. Staats has sent me. In the list of songs she is to sing you have asked that she sing a duet from "Forza del Destino" for Soprano and Alto, as there are no duets in this opera for this particular combination I presume you wish to her sing with Mrs. Kirwan one of the Tenor and Baritone duets and as there are three duets for Tenor and Baritone in the opera, two in the 3rd Act and one in the 4th, kindly advise me which one you refer to. Would also like to know if Mr. Edison has made any special terms with these artistes.

Yours very truly,

W. H. Miller

Mgr. Recording Department

*Blue
Records!*

Mr. Philpot:

Beginning immediately you will please arrange to operate a night force in such of your departments as will enable you to get out a larger production of Blue Records. As I understand it, from my talk with you this morning, this will only necessitate the running of two or three of the departments, as the others are capable of handling in ten hours all that these two or three departments can turn out in twenty-four. I can't understand why you have not arranged for this before; in fact, I understood from you a few days ago you were running nights. Certainly if you have not moulds enough to operate all your printing machines during the daytime, the only way you can increase your production is by working such moulds as you have double time and that can only be done by putting on a night gang.

9/13/12.

C.H. Wilson.

Copies to Messrs. Edison: Dyer: Weber: Nehr.

Mr Edison -

9/13/12

The process used to fill
- back up - the celluloid
records with plaster paris
is rather crude.

1st The pot the man uses
to fill with, holds a very small
quantity. He spends most of
his time cleaning and
refilling.

2nd He invariably squirts
some of the plaster on the
record. It is possibly ~~not~~
injurious to the delicate
sensitive surface.

3rd There should be a
shield to protect record
during this squinting process.
Hutch.

September 13th, 1912.

Messrs. EDISON; DYER; WILSON; HUTCHINSON.

The Rudolph Wurlitzer Company are very desirous of having you inspect the Wurlitzer "Unit Orchestra" now installed at the Century Theatre, New York City, and in conversation with Mr. Rudolph Wurlitzer recently, he requested me to advise him when it would be convenient for you to make an appointment to hear a demonstration of this instrument.

If you will arrange to set a date, I will be pleased to communicate with Mr. Wurlitzer as well as with their New York representative regarding it.

F. H. DOLBEAR

Phone
Edgemoor

Ans 9/17 I have worked on this
a years ago had some
sending a few letters
but there was no
422 Pennsylvania Avenue
Washington, D. C.
September 14, 1912.
efficiency in communication

Mr. Thomas A. Edison,

Menlo Park, Orange, N. J.

Dear Sir:

I am taking the liberty of intruding upon you an idea which appeals to me as about the last word in a plan to automatically or mechanically produce human speech on a letter sheet, namely, a sensitive plate or plates or stencil or wax sheet or sheets at which a business man, say, desiring to conduct his correspondence without the aid of a stenographer and typewriter, etc., could talk his thoughts, producing impressions of the words spoken which could be transferred to his letterheads, etc. I appreciate that you comprehend what I'm driving at, and if it is possible to evolve the necessary device it should be instantly recognized as a long step forward of the present methods. True, we have the phonograph, the graphophone, the dictagraph and other sound recording devices, all of which serve admirable purposes, and the scheme I purpose may be impossible of evolution; it would, of course, involve a certain automatic selection of impressions to represent quite countless words, but when you and I as telegraphers consider how nicely the Yetman sending typewriter, or motor attachment for writing machines, selects and transmits the letters, figures, etc., I think you will agree with me that my idea, which may not be new, is feasible.

If you think this letter worthy of reply kindly address
Very respectfully yours,

John Malone

CONDENSITE COMPANY OF AMERICA
GLEN RIDGE, N. J.

September 14, 1912

Mr. Thos. A. Edison, Laboratory,
Orange, N. J.

Dear Sir:-

We enclose herewith statement of your
account, which is very much overdue, but which
we presume has escaped your attention. We
would appreciate your remittance to cover.

Yours truly,

CONDENSITE COMPANY OF AMERICA

Lee Brown
President.

1912			
Jan 31	To our bill # 5367-	\$ 17.15	✓
Mar 20	" " # 5643-	42.69	✓
Apr 20	" " # 5816-	31.14	✓
		\$ 90.98	
Apr 30	By your invoice #	6.21	✓
June 29	" our Cr # 6002-	42.69	✓
July 15	" cash	17.15	✓
	Due us →	\$ 24.93	

Kindly send check for this amt. & oblige

*phone
record*

Messrs. Nehr: Riley: Youmans: Rogers: Dolbeer: Irédon: *Wes*

It has been decided to use corrugated paste-board boxes for all domestic shipments of Blue Amberol records, and Mr. Leeming will at once order 1,000 each of the following capacity: 200, 100, 50, 25. These cases should be received in time for our first shipments of Amberol records, but if not, we will, of course, have to use the wooden cases until they are received.

For export shipments we will still have to use wooden packing cases as heretofore.

C.K.W.

Copies to Messrs. Edison: Dyer: Stevens: Weber: Leeming: Wetzol: Redfearn.

Phone

10/17

Messrs. Weber: Wetzel:

If there is anything going to delay our beginning shipments of cylinder machines with diamond reproducers on Oct. 1st, as specified in bulletin which is now being sent to the trade, it will be the reproducers, both models A and B. So far as I can see the cups for the model B reproducer will now be received daily at the rate of about 400, and the weights, which are the same for models A and B, will be received in larger quantities, and if these articles can be worked up as rapidly as received, we ought to have a considerable number of both models ready October 1st. I am giving you this information so that arrangements may be made to prevent any delay in completing the reproducers after cups and weights are received.

9/16/12.

C.H.W.

Copies to Messrs. Edison: Dyer.

Shaw
Edison

Messrs. Weber: Berggren: Dolbeer: W. Bokart: Phillips: Goodwin: McChesney:
Stevens: Ireton: Hild: Youmans: Rogers: H. Bokart: Brown: J. Pelsler:
Ferrell: Davidson: Madison: Durand: Hudson: Leeming: Wetzel:

Mr. Edison has called my attention to the fact that we are not "practicing what we preach", in that we are not using Motating Machines for our correspondence and other work, and requests that all departments immediately arrange to do so. In order to carry out his wishes, I have placed the matter in Mr. Durand's hands, and he will shortly interview you in the matter, after which he will write a detailed report, stating where Motating Machines are now used, where they can and will be used in the future, and where, for such reasons as he will give, he does not consider it practicable or economical to use them. Please co-operate with Mr. Durand in this matter.

9/16/12.

Copies to Messrs. Dyer: Edison.

C.H.W.
27

Plans

9/16/28.

Messrs. Wetzel - Mitchell - Devine - Moeckel - Waterman - Morris -
Riley - File:-

In order to be in a position to ship advance orders for Machines for the Fall Trade promptly we should have the following stock ready as near Oct. 1st as possible.

Gem	Model D.	Comb. Type with K Reproducers	200
"	4 Min. Type only	" Diamond B "	500

We have a stock of 450 Model D Gems on hand 250 of which should be changed to 4 Min. Type and equipped with Diamond B Reproducers; the balance of quantity should be brought through on the present Shop Order for Model D Machines.

Fireside	Combination Type with K Reproducers	200
"	4 Min. Type only " Diamond B "	2000

Bring through 2000 4 Min. Type on present Shop Order for Comb. Type and equip with Diamond B Reproducers.

Standard	Model F Comb. Type with S Reproducers	200
"	" E 4 Min. " " Diamond B "	2000

Change the Reproducer Arms on Model E Machines in stock but do not pack any until shipping orders are received on account of possible change in Horn Equipment.

Change over the surplus stock of Model F Standard Mchs. over the 200 required into Model E Machines and equip with Diamond B Reproducers but without Horn Equipment.

Horn	Model E Comb. Type with O Reproducers	100
"	4 Min. Type " Diamond B "	1000

Bring through 1000 4 Min. Type Mchs. on present Shop Order for Comb. Type and equip with Diamond B Reproducers.

Triumph	Model F Comb. Type with O Reproducers	25
"	4 Min. Type " Diamond B "	50

Bring through 50 4 Min. Type Machines on present Shop Order for Comb. Type and equip with Diamond B Reproducers.

Concert Oak	with Diamond A Reproducer	100
" Mahogany	"	400
Amberola	III Oak	100
"	III Mahog. with Diamond A	400
"	I Oak	25
"	I Mahog.	75

-2-

Immediate steps should be taken to efface the transfer "2 min.-4 min." from all Combination Machines or bodies of Machines that are to be changed over to the 4 Min. Type and the locking or changing of the 2 min. gears should also be done promptly so that the Assembling Department will not be held up in its work. No change in the Serial Numbers is necessary but the tags bearing the Serial Number should be stamped to indicate if Machine is Combination or 4 Min. Type.

C. H. WILSON.

CC to Messrs. Edison - Dyer - Weber - Holbeer - Stevens and
Ireton.

MEADOW CROFT.

SEPTEMBER 18-1912.

MR. EDISON:

I have looked up the Records marked with a blue "X" on your list with Mr. Miller, and find the talent cost to be as follows:

LABIA: \$250 per song. No royalty.

SPALDING: All selections that you now have recorded were made on a basis of \$200 per selection, but Mr. Miller is closing or has closed a future arrangement of \$150 per selection, and 15% on our net selling price. The Record Committee intended to list Spalding at \$2.00, the first grade above the medium priced Record at \$1.50. In view of this future contract, and the merit of Spalding's work, the price of \$2.00 is probably a suitable one.

GRUPPE: Arrangement with this artist is for 10% on our net selling price of his Records. In the few Records you have passed for this artist for the first list, the Record Committee have put him in the \$1.50 class.

EDYTH WALKER: \$250 per song. No royalty.

SYLVA: \$200 per song; 10% on each Record listed and a guarantee that the total royalties from all Records listed will be \$1000 per year. *royalty arrangement expires Nov. 1912*

CHALMERS: \$100 per song. This artist is low enough in cost to us to list in the ordinary Records, but the character of his work and the selections he renders, makes it reasonable and plausible to the public to list him in the \$2.50 class. Further, the low cost of his Records makes him also available to double with any high priced artist, without having to boost the price of the Record any on his account.

PARLOW: \$250 per selection and 10% on our net selling price of Records.

POLSKER: \$300 per selection. No royalty.

KURSOFF: \$100 per selection.

ACKIE: \$125 per selection.

CISSNEROS: \$166 per selection and 10% on each Record.

KNOTE: \$166 per selection.

SUZAK: 10% on list price with guarantee that royalty will be at least 10% a Record. In addition to this he had a guarantee of \$10,000 per year for two years which has expired. Now, as this amount has been paid already, and you do not intend to use him any more, the question arises whether you want to mark it off as a loss and put a price on any Records that you use in your list that will bring in the most money. To do this, we would probably get back more money on a moderate priced basis if the selection used happens to be a popular one. His "La Tosca" Record was the only one that had any sale in the cylinder list.

SPECIAL NOTICE: Mr. Miller says to add \$50 per selection as approximate cost to any artist where orchestra is used.

The Record Committee have only paired, numbered and priced 12 one dollar (\$1) Records and four \$1.50 Records, making 16 complete Records in all. There are three additional selections which the Record Committee gave numbers to, that are to have something put with them and now that Mr. Willson says you are going to do all the pairing and pricing from now on, I would ask that you find something to go with these last named three, or instruct us to throw them out altogether. (See list attached to this memo.)

NUMBERING: You do not need to bother about the numbers. If you will pair and price, Mr. Hird will assign the right numbers that indicate the price, and another thing, if you change your mind

about putting out a Record at the last minute, even though it has been paired, priced and numbered, it will not make any difference to withdraw same, for it is a well known rule with the Trade that the Record numbers do not run in exact series. There has always been a few skips, and Jobbers or Dealers do not provide bins for skips.

If there is any information I have omitted in this memorandum that will be helpful to you in this complex job of pricing and pairing, I will try to get it for you.

C. E. GOODWIN.

Illustration:

Suppose you list a Labia backed by an ordinary priced selection. &

Labia —

Orchestra accompanys

Low priced backer (see Miller for the estimate) 145-

Total talent cost - \$345-

250.00

50.

Labelled by Rev. Bennett

September 18, 1912.

DISC RECORDS LISTED AT \$1.00.

CATALOG NO.	SERIAL NO.	TITLE	MADE BY
50001 {	812	Miserere	Mixed Voices
	699	Anvil Chorus	Mixed Voices
50002 {	939	Whispering Flowers	Band
	941	The Fairest Rose Waltz	Xylophone-Daab
50003 {	836	Happy Days	Soprano-Spencer
	1052	The Bloom is on the Rye	Tenor & Baritone
50004 {	569	Darling Nellie Gray	Mixed Voices
	1035	Mase'e in the Cold, Gold Ground	Mixed Voices
50005 {	931	Heartstrings Waltz	Orchestra
	951	Lukani-Tango	Orchestra
50006 {	1038	Ma Lady Lu	Tenor & Chorus
	1034	That Memmoring Mendelssohn Tune	Tenor & Baritone
50007 {	682	Memories of Home	Violin, Flute & Harp
	1020	The Larboard Watch	Tenor & Baritone
50008 {	985	Sweet Genevieve	Tenor & Mixed Chorus
	1001	No one to Love	Baritone & Chorus
50009 {	1027	Dear Heart	Violin, Flute & Harp
	615	Love's Old Sweet Song	Violin, Flute & Harp
50010 {	161	Bonnie Sweet Beebie	Soprano
	1029	Serenade (Moszkowski)	Violin, Flute & Harp
50011 {	1060	My Sambo	Baritone
	1055	Below the Mason-Dixon Line	Baritone
50012 {	652	The Mocking Bird (Fantasia)	Xylophone
	1052	Flower gong (Lnage)	Violin, Flute & Harp
	533	THE TWO POETS	COLLINS & HARLAN
450013 {	1040	The Two Poets (To be selected)	Golden & Hughes
50014 {	1061	Moonlight in Jungleland (To be selected)	Collins & Harlan

14

a no taking for these yet

DISC RECORDS LISTED AT \$1.50.
Submitted by Command.

<u>CATALOG NO.</u>	<u>SERIAL NO.</u>	<u>TITLE</u>	<u>MADE BY</u>
	832	The Heart Bowed Down	Baritone-Chalmers.
81501 {	1022	Traumerei	Violincello
	1077	Old Folks At Home.	Contralto & Chorus
81502 {	1021	The Evening Star	Violincello-Gruppe
	996	Ever of Thee I'm Fondly Dreaming.	Soprano & Baritone
81503 {	999	Berceuse - Jocelyn	Violincello-Gruppe
	997	In Happy Moments.	Baritone-Chalmers
81504 {	1023	Simple Aveu	Violincello-Gruppe
81505 (838	Stabat Mater (To be selected.)	Agnes Kimball and Chorus.

Shop memo.

D
1912

Phon. - Manuf.

September 19th, 1912.

Messrs. Wetzel, Nassoy, Youmans, Redfearn, Morris,

Gumaer, Riley & Fife:

The four-minute Types of Phonographs will be designated
as follows:

Gem	Model	"E"
Fireside	"	"B"
Standard	"	"E"
Home	"	"F"
Triumph	"	"G"

Mr. Wetzel should notify such Depts. as
are affected by this notice.

C. H. WILSON.

Copy to Mr. Weber.

JM.

1200 - Scrap Wax

Wdsfw Keep account & see
Cost & quality of product
to see if it can be used

Mr. Dodd:

Referring to the two-minute scrap dipped wax now in stock,
you will please commence distilling this scrap immediately for the
purpose of recovering such materials as can be used in the manufacture
of blanks; and which you told me the other day would be worth to us
at least 10¢ per pound. Work on distilling this material should be
continued as rapidly as possible until you are further advised.

9/20/12.

C.H. Wilson.

Copies to Messrs. Edison: Dyer: Weber: Aiken: Nehr.

PMO

Messrs. Dolbear: MoChesney: Ireton: Goodwin: Maxwell: Youmans.

Please note that in the outfit for model "A" 150 disc machine we will include, at no additional price, six record filing albums. Mention should be made of this and the albums described in such printed matter as is gotten out. The albums should be packed in the same packing case as the machine and cabinet.

9/20/12.

C.H.W.

Copies to Messrs. Edison: Dyer: Weber: Hird:

pg 510

Mr. Weber:

With only 38 jobbers out of a possible 100 heard from, we have thus far received advance orders to be shipped Oct. 1st, for the following phonographs with diamond reproducers:

Gem	103
Fireside	2699
Standard	500
Homo	182
Triumph	8
Concert	104
Amberola I	14
Amberola III	15

This means that extraordinary efforts will have to be made to get these machines out anywhere near on time, and if anything can be done in any way, shape or manner to increase our present capacity, it should be done immediately.

9/23/12.

C.H.W.

Copies to Messrs. Edison: Dyer.

Please.

W. Bokert:

mm

Please issue a shop order covering labor required to distill two-minute scrap wax and recover such materials as can be used by us in the manufacture of blanks or sold for other purposes. The object of this is, we have several thousand pounds of two-minute scrap wax on hand which we are unable to dispose of, and Mr. Dodd claims we can distill it and recover materials that would be worth at least 10¢ per pound for use in connection with the manufacture of blanks, and what we want to find out is the actual quantity of useful materials that can be recovered, what their value is to us or to sell to outside people, and what the cost of recovering them will be.

If you do not thoroughly understand what is required, see me.

9/25/12.

C.H.W.

Copies to Messrs. Edison: ✓ Dodd: Wetsel.

Phone
ed - hand

Telephone

J W Aythsworth

Come over to disc
building want
to see him -

Telephone
9/15/12
4:13 am.

Edmond

Records

Mr. Philpot:

Within the next two weeks you will probably be called upon to manufacture Kinetophone records. To begin with a capacity of 100 per week will probably be sufficient, but by Dec. 1st, we should be able to turn out 200 per week. Please arrange your manufacturing facilities along these lines, and also see about placing your order for colluloid stock.

9/26/12.

C.H.W.

Copies to Messrs. Edison: Dyer: Weber: Higham: Wurth: Mehr.

Hand
10

Iowa Corporation, Capital \$100,000. \$50,000 Fully Paid Up.
THE KINGLY INSTRUMENT OF DESTINY. THE MUSICAL HEIR OF THE AGES.



THE BOZEN PIANO-FORTE WAS ORIGINATED
IN 1898 BY AN ITALIAN NAMED PALMARINO.
THE FIRST PIANO-FORTE MADE IN THIS
COUNTRY WAS BY JOHN BONNET IN 1775

PIANO EVOLUTION.

NOT NEARLY ENOUGH PIANOS IN AMERICA ONLY ONE BORN IN FIFTEEN WAS ONE
PIANOS INCREASED 25,500 YEARLY BUT BORN INCREASED OVER 100,000 YEARLY
COPYRIGHT 1910 - W.F.M.

MEAD CROFT. 9/26/1912

Handwritten signature/initials

Handwritten: The reason we set the price is first
we have a right to which the public give
us under the patent laws to
second, to prevent the ruin of our
orchestra business because of prices
were after they would be cut below
We are in receipt of your communication
of Sept. 25th. The cost of production by Dept Stores

In your letter you state that you only ~~sell~~ *sell* your goods to jobbers and retailers who enter into special agreements with you to maintain prices. *dealers would*
Will you please explain to us in what respect this is an *advantage*
advantage to the general public who buy your output, *refuse to*
and with whose money you conduct your business. *If you*
it were not for the men who buy your machines, you *good*
would not have any output for your investment, there-
fore - why should you confine to fixed prices against
this benefactor? We will publish your letter in the
oldest daily in this state. We presume you will vote
for Taft and advise your employees and backers to do
likewise.

W.F.M.-M.M.

Handwritten: I am going to vote for
Yours very truly
Arthur J. Cox
W. F. M. M. M.

Mr Edison

Blue Amberol Rept. Early mfg. Report

Sept. 26/12

Castings
Rec'd Rec'd Good
11414 19136

1st Moulded
Rec'd Rec'd Good
13910 13910

Polished
Rec'd Rec'd Good
14410 13 14437

2nd Moulded
Rec'd Rec'd Good
14435 21 14467

Printing
Rec'd Rec'd Good
12936 2113 11823

Cushioning
Rec'd Rec'd Good
12137 1 12136

Backed
Rec'd Rec'd Good
11623 2 11621

Planned
Rec'd Rec'd Good
7172 19 7163

End Coated
Rec'd Rec'd Good
7884 3 7881

End Moulded
Rec'd Rec'd Good
7837 7837

Wipe Wachs
Rec'd Rec'd Good
7533 7533

Wiped
Rec'd Rec'd Good
4431 4431

Varnished
Rec'd Rec'd Good
8258 8 8250

Released
Rec'd Rec'd Good
8108 51 8157

Polished
Rec'd Rec'd Good
8128 34 8095

Rec'd
Moulded
7914 2320 2872 378

Blue Amberol Rept. Early mfg. Report

Sept. 27-1912

Mr Edison

Castings
Rec'd Rec'd Good
12914 22662

1st Moulded
Rec'd Rec'd Good
16350 16350

Polished
Rec'd Rec'd Good
16550 14 16536

2nd Moulded
Rec'd Rec'd Good
1558 21 1567

Printing
Rec'd Rec'd Good
1647 2665 13982

Cushioning
Rec'd Rec'd Good
12928 12928

Backed
Rec'd Rec'd Good
16397 5 12392

Planned
Rec'd Rec'd Good
12688 60 12698

End Coating
Rec'd Rec'd Good
10522 10522

End Moulding
Rec'd Rec'd Good
10902 1 10901

Wipe Wachs
Rec'd Rec'd Good
7517 7517

Wiped
Rec'd Rec'd Good
1661 1661

Varnished
Rec'd Rec'd Good
8069 25 8044

Released
Rec'd Rec'd Good
8188 121 7977

Polished
Rec'd Rec'd Good
8134 13 7951

Rec'd
Moulded
7927 7984 7216 768

Medicine

Lenting
Revised Revised Book
102248 11128

Lenting
Revised Revised Book
4834 4834

W. J. J. J.
Revised Revised Book
10245 10245

Revised
Revised Revised Book
7662 9009 8105 9104

Blue amber Sept
102248 11128

1st Model
Revised Revised Book
11300 11300

Revised
Revised Revised Book
6930 4 6930

Varnished
Revised Revised Book
8995 18 8977

Polished
Revised Revised Book
10210 3 10297

Revised
Revised Revised Book
6162 15 6153

Revised
Revised Revised Book
8777 152 8625

Sept 27-12

2nd Model
Revised Revised Book
10294 6 10288

End Coiled
Revised Revised Book
8448 3 8448

Polished
Revised Revised Book
8825 63 8762

Printing
Revised Revised Book
4998 962 4836

End Model
Revised Revised Book
8731 14 8417

Dip 1 Neels
Revised Revised Book
3761 3761

Mr. Edison:

For your information I beg to advise you of the present condition of disc and cylinder machines and record orders to date, or approximately so:

DISC PHOTOGRAPHS

Model A 250: Orders received 206; packed 225.

Model A 200: Orders received 890; packed 81; assembled ready for packing 113; mechanisms, reproducers, horns and cabinets are practically completed for balance and work of assembling them complete ready for packing is going ahead daily.

Model A 150: Orders received 785; packed 23; assembled 102. We have quite a number of additional cabinets, mechanisms, reproducers and horns ready for the balance of these machines, with more coming through weekly, and the work of assembling them complete ready for packing is going on daily.

Model A 60: Orders received 2610. All tools, cabinets and mechanisms are now finished. For the mechanisms, finished parts are coming through daily. Cabinets will begin going to the finishing room next week. 500 reproducers are finished for these machines and more coming through daily. We should start assembling mechanisms next week, after which they should come through regularly and we should be ready to begin shipments on them within the next two or three weeks.

DISC RECORDS

To date we have received orders for between 175 and 200,000.

CYLINDER PHONOGRAPHS WITH DIAMOND REPRODUCERS

Orders received:	Gem	95
	Fireside	2555
	Standard	596
	Home	258
	Concert	176
	Amberola I	14
	" III	12

These machines are all either in stock or coming through and as fast as reproducers are ready, shipments will be made.

Up to date we have completed about 1,000, of which possibly 200 have been shipped out as samples.

Additional reproducers should now come through at the rate of 250 to 300 per day, and this quantity will be increased just as fast as we can get more castings from Gray, provided too many of the castings do not turn out defective.

BLUE AMBEROL RECORDS

Orders received approximate 350,000.

Shipments of both cylinder machines and Amberol Records will begin first of next week.

Work on the Amberola V and VI machines is being pushed forward as

(2)

rapidly as possible, and unless some delay in production occurs, we should be able to begin shipments of them some time in November.

Work on the A 80 Disc machine which consists practically of the same mechanism as in the A 80, but a wooden cabinet, is also being pushed, and they should be coming through ready for shipment shortly after the Amberclas V and VI.

10/5/12.

O. H. Wilson.

Copy to Mr. Dyer.

W. Wood

Telephone

Walter Miller -

Hereafter start Tracking
our sixteenth of inch
further in from Margin
& notify Hayes to do
the same, we want this
for Technical Margin
Do you see any objections
answer -

Edison

Telephoned

Oct. 7, 1912

11.45

Messrs. Philpot: Badger: Geo. Weber: Dodd: Wurth: Grimos: Hird:
Youmans: Ireton: Dolbeer: Goodwin.

Please note that Mr. Mehr has been appointed Production Clerk for all cylinder records and blanks, and any instructions given by him as to moulds to be manufactured first and quantity thereof, records to be manufactured first and quantity thereof, blanks to be manufactured, are to be followed.

Mr. Mehr will keep in close touch with both the selling and manufacturing ends of the cylinder record business, and therefore be in a position to decide on above matters.

C.H. Wilson,
Gen. Mgr.

10/9/12.

Copies to Messrs. Daisam: Dyer: Weber.

Send me up 2 Horns
2 Gems 2 Standard
1 Truceph - Deliver wood
at Feb

10/14/12

Recd. from MPA Hutchinson

2 Horns ✓
2 Gems ✓
2 Standards ✓
2 Triumphs ✓
3 #4725- ✓
each by leaving "MPA"
Museum -

O.K.
J. Simpson

Done

Messrs. Weber: Wetzol:

Owing to conditions as mentioned in Mr. Weber's
Memo. of Oct. 2nd to Mr. Edison, you will please hold up all work
on Gem Phonographs, so far as equipping them with new arm and
diamond reproducer is concerned, until further advised.

10/16/12.

G.H.W.

Copies to Messrs. Edison: Dyer: Hutchison: Dolbeer: Iroten.

146 Jue

Messrs. Mohr: Geo. Weber: Philpot: Badger: Moore: Grimes:

On Saturday last I started to go up to 4th floor of record building #24, and found the first floor entrance, as well as the stairways, lined with employees waiting for the whistle to blow. The time was not later than three minutes to twelve. I inquired of several of the people where they worked and was told by some they worked in the disc record department and by others under Mr. Philpot. These employees certainly must have quit their work not later than 5 minutes to twelve, in order to get their coats and hats on and be down on the stairway or in the entrance where I saw them.

Our closing hour at noon is 12 o'clock and at night six o'clock, and all employees should remain at their work until the whistle blows indicating that these hours have arrived. It is up to you to see that any help in your department does not leave there work before these hours. Furthermore, a foreman or someone in authority should remain in each department until the quitting hour to see that the men do not quit ahead of time.

10/16/12.

C.H. Wilson.

Copy to Mr. Wilson

Thins

Mr. Hird:

Please deliver to Mr. Hutchison a model N reproducer, so he can test it out on a home recorded blank to see how many good reproductions we can get from the record. The diamond point reproducer is too heavy and wears the record out too quickly, and we have got to adopt some lighter weight reproducer to offer to the public at a very low price, so that they can obtain more reproductions from the Home Recording proposition.

10/18/12.

C.H.W.

Copy to Mr. Hutchison.

*Phone
Condensite*

CONDENSITE COMPANY OF AMERICA
GLEN RIDGE, N. J.

October 22, 1912.

Thomas A. Edison, Laboratory,
Orange, N. J.

Gentlemen:

Attention of Mr. H. P. Miller, Sec'y.

We beg to return to you the original of our letter of Sept. 14th, with your notations thereon of our account with you, which is correct except in one particular and that is your charge to us of April 30th- \$31.14.

With respect to that charge we wrote you on July 23rd that the material for which this charge is made was delivered to us by Thomas A. Edison, Inc., and has been paid for by us; we have never received a reply from you in response to this letter.

The material in question was 500 Lbs. Mono Chloro Naphthalene, as called for by our purchase orders 421 and 427 and delivered to us by Thomas A. Edison, Inc., in accordance with their Invoices Nos. 20430 and 20431, and for which by the way they charged us \$60.

With the cancellation of this charge against us there is left a balance due us since April 30th of \$6.21.

We will appreciate an early investigation of this matter, which you will find will confirm the above statements.

Very truly,

CONDENSITE COMPANY OF AMERICA

Edison
President.

Enc

Have this day, Oct. 24th, tested the following records for surface.
Results are as follows

Regular Blue Stock.

- 30026-8 Surface slightly rough.
30028-6 Surface Fair.
30041-9 Surface O.K.
30042-4 Surface O.K.
30046-7 Surface rough, full of knobs.
30047-9.
30051-9 Surface O.K. superior to Exp. stock.
30052-8 Surface O.K.
35001-11 Surface slightly rough.
35002-7 Surface O.K. superior to Exp. stock.
35004-8 Surface O.K.
35007-11 Surface O.K.
35008-10 Surface O.K.
35009-9 Surface Good, few knobs.
35011-10 Surface O.K.
35012-9 Surface Good, superior to Exp. stock.
35016-9 Surface Good, superior to Exp. stock.
35018-10 Surface Good, superior to Exp. stock.
11000-9 Surface Superior to Exp. stock.
11001-9 Surface O.K.
11002-7 Surface O.K. Knobs.
11002-10 Surface rough, in front end, superior to Exp. stock.
11004-2 Surface O.K.
11005-14 Surface O.K.
11007-10 Surface O.K.
11008-9 Surface O.K.
11009-10

Experimental Blue Stock.

- Good Surface.
Surface O.K.
Few knobs, Surface O.K.
Rough Surface, front end.
Surface rough, superior to Regular Stock.
Surface Fair, light knobs.
Surface O.K.
Surface O.K. superior to Regular stock.
Surface O.K.
Surface O.K.
Surface O.K.
Surface slightly rough.
Surface O.K.
Surface O.K.
Surface slightly rough.
Surface Good.
Surface Good.
Surface Good.
Surface Good.
Surface Rough.
Surface slightly rough.
Surface Rough.
Surface Rough in front end.
Surface slightly rough.
Surface rough.
Surface rough in front end.
Surface rough.
Surface Good.

Mr Hutchinson

Please have 6 Gold Plating
Holders made up like sample
with the exception of brass clamps
Mr Edison told me to get ready
for night work on Gold Plating
there will need some more
holders.

Also have brass clamps put
on sample.

10-24-12



Grimes
The
Came 4/4

OK.
Taken core of
gold
Mr Edison.

In gold plating our masters
we could increase the capacity
of our induction coils about 35%
if we had 4 extra glass bases
& domes so that as soon as
we finish plating one we could
remove the whole machine to
one side to cool & slip in its
place another one that is already
loaded.

Summerville has 7 extra glass
bases so if we could get
the scrolls made up it would
not be much extra expense.

Primer
Hunt

OK - Order scrolls
from Lab -

10-25-12 JAG Primer

Mr. Edison

Have sent the following
for die mould making etc.
✓ 16 Master holders for gold-plating
machines. The drawings of
these are in the drafting room.
✓ Face plates for turning moulds.
✓ Sets of Cast Iron weights for
sticking mould on face plates.

OK order from Lab —
TAR

OK Take care of
JRP

10-25-12

Grimes

Messrs. Delboor: Goodwin: Iroton: Hird: Youmans: Looming: Grimes: Moore:

Please note that Mr. W. F. Mohr will act as Production Clerk for the Disc Records, the same as he is now doing for the Blue Amberol. His duties will consist of---

First: Notify Mould Making Dept. of the number of moulds required for each selection, in order to turn out the estimated quantity of records required for first orders---the Mould Dept. in turn to advise Mr. Mohr as fast as moulds are completed and ready to manufacture.

Second: To advise the manufacturing ends of the number of records to be made of each selection, in order to fill estimated first shipping orders and for stock.

Third: To notify manufacturing ends when certain moulds are to be taken off and other moulds put on, in order to produce stock according to orders received or on hand.

Fourth: To keep account of records that go into stock, are shipped from stock and balance in stock.

Fifth: To instruct Shipping Dept. as to what orders are to be filled and shipped first---Shipping Dept. then to obtain records from stock to fill necessary orders.

Sixth: Keep in close touch with manufacturing ends and see that a sufficient quantity of all materials used in the manufacture of disc records is either in stock or ordered to take care of requirements--those quantities to be based on the increases in production which will be made from time to time.

Seventh: See that a stock of envelopes, individual record boxes, containers, packing cases (when styles have been decided on) are kept in stock.

To successfully carry out this work, it will be necessary for Mr. Mohr to know exactly the names and quantities of different materials used in the manufacture of disc records, also what our production at the start will be, as well as when and how fast it will be increased. This information Mr. Edison has promised to furnish. It will also be necessary for the manufacturing ends to co-operate in every way with Mr. Mohr, in order that the best results may be obtained throughout and no delays take place.

10/29/12.

C.E. Wilson.

Copies to Messrs. Edison: Dyer

[CONTINUED ON NEXT FRAME]

Analysis of Public Opinion of new Edison disc Phonograph, as expressed at Boston

Name of Selection played	Very good or Fine	Clear	Natural	Soft, or Soft & Sweet	Good Tone	Voice good	Artistic artist's name	Accompaniment good	Beautiful	Wonderful	Best ever heard	Very good
Rondo Capriccioso	III	II	III		III III III II		II	I	I	II	III	
Miserere	III III	II	II		III	I	III				I	II
Every Little Movement	III III I		II		III						I	I
My Lady Lou	III II	III	III			III		II				
Happy Days	III III III III	III I	III	III III	III	III	III		III	III	III	III II
Ever of Thee	III III II	I		I	I	I			II			I
Bloom is on the Rye	III	III			I						I	
Malkinaka	II										I	I
Evening Star	III III	II			I	II		I				III
Whispering Flowers	III III	I			III				I	II	III	II
Fairest Rose Waltz	III	I			II							I
Massa's in the cold, cold ground	I											I
Heartstrings Waltz	I	I		I	III				I	I		I
Fossetta Taramella	I											
Mozzkowski's Serenade	II				I							
Louise of Moscow					I							
Spanish Fandango	III										I	II
Cello - Evening Star	II	I					I			I		
Flute and Clarinet	II	II				II		4	6	I	II	23
	116	25	14	10	40	II	II	4	6	12	16	

above opinions expressed by 56 ladies and 102 gentlemen.

140 Medium Class - 14 High Class.

Analysis of Public Opinion of new Edison disc Phonograph, as expressed at Boston Electric Show, Oct., 1912

[illegible]

expressed by 56 ladies and 102 gentlemen.

140 medium class - 14 High class. 4 working class

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:

I thank you most sincerely for allowing me to specify further about voice work.

The whole world benefits from your valuable application of time; and that the vocal world may not lose what you have learned for them, I write for further information as to the truth of measurement of tone.

My specific question is, How may I learn to measure the truth of voice? By measurement do you mean measurement of vibration and intensity and volume? To scarcely know just what is meant by measurement, since heretofore we have had no means whereby to measure.

We, the vocal teachers, are acknowledging the fact that we have had no standards. Standardization is being scoffed at by many while others are urging it. If we have to work it out without your valuable assistance it may take years, and perhaps, centuries, while if you will help us by informing one of us we can arrive at some definite standard in a very short time.

I find, by training the tongue to a consciousness of its power in definite formation and action for each vowel and consonant, (which formation and action is intensified as the pitch of the tone rises) and also by managing the vowel so that the tone is always in front of the highest part of the tongue, that this will give to the voice a sureness and beauty that I have been unable to teach definitely until I studied Lyric Diction as taught by Dora Duty Jones. This has given me the first idea of measurement of any kind as regards tone in vocalization.

*Mr. Edison's
Auditorium Bldg.
Chicago, Illinois,
November 3, 1912
Dear Sir,
I am writing
you the subject of
to produce a
standard of
measurement
before long*

T. A. E. #2

In spite of the fact that much good has come in this work, I am convinced that I see only glimmers of light where you see broad daylight. We vocal teachers are floundering about, starving for the knowledge that you possess. May I come and learn, and so pass my knowledge on to other teachers? We need knowledge as to the nature of voice and how to regulate it definitely so as to give it truthful utterance.

Is it faulty vowel conditions that cause most of the faulty tones?

Are most of the faulty tones on high, medium or low pitched?

Is forcing the tone one of the chief causes of faultiness of tone?

Is not our greatest difficulty due to the fact that we have no correlation between the resonance of tone and speech action?

Is it not true that we must learn to speak well, (that is, truthfully as to vowel and consonant on any pitch) before we can hope to sing beautifully?

You are our great scientist; I am one of the thousands of voice teachers. May I come to your laboratory (you say you have had other teachers there) and learn how to measure the truth of tone? I do not know how else I can learn this truth.

Very sincerely,

Katherine Schuster

[ATTACHMENT/ENCLOSURE]

A Word from Dora Duty Jones

Miss Katharine Schuster's long experience in teaching, her progressive spirit and receptive mental attitude, have enabled her to grasp the principles of my method so intelligently that her progress has been exceptional in this short period of study. I feel assured that she will be able to use the work with great benefit and here-with gladly give her full authority to teach the "Technique of Speech" according to my method. I shall be glad to have the Chicago field in her hands. I also commend to her instruction those who may desire to devote special attention to the culture of the speaking voice.

(Signed) DORA DUTY JONES
Berlin, Germany, April 4, 1911.



[ATTACHMENT/ENCLOSURE]



A World from the Inside
 Miss Katharine F. ...
 presence in ...
 quiet and ...
 enabled her ...
 my method ...
 short period ...
 that she was ...
 give her full ...
 "Technique of ...
 method. I had ...
 Chicago field ...
 heard to her ...
 desire to direct ...
 culture of the ...
 by the ...
 and ...
 1908

1912 P.H.S.

November 2nd, 1912

Mr. Edison:

Jm^c

Mr. Dolbeer asked me to send you the attached list showing the photographs of Edison/singers and biographical data about them which we have available. The list, I think, is self explanatory. The first column of figures shows the number of photographs we have of each singer in fancy costumes; the second column shows the number of photographs we have of each artist in street dress; the third column shows whether or not we have any facts about the singers. Mr. Miller is still trying to get the missing data and a larger assortment of photographs for us. However, we are in a good position to go right ahead exploiting the majority of the singers if you want us to.

In addition to the material referred to above, we have rounded up photographs of practically all of the great composers like Wagner, Verdi, etc. We also have plenty of material about each one.

Shall I come over and talk with you about this matter?

L. C. McSheney.

Mr. Edison
This list now made
for you. You may keep it.
J. C. McSheney

[ATTACHMENT/ENCLOSURE]

FOREIGN & DOMESTIC ARTISTS

Name	Photographs (in costume)	Photographs (not in costume)	Biographies
Bessie Abbott	4		
Adelina Agostinelli	4		yes
Carlo Albani		3	yes
Werner Alberti		1	
Hugh Allan		1	yes
Mario Ancona	2	1	
Anselmi	4		
Harry Anthony		7	
Anthony & Harrison	3	3	
Irene Armstrong	1		yes
Blanche Arral	5		yes
Arriaga Instrumental Trio	1		
Elsie Baker	3		yes
Evan Baldwin		1	
Michael Banner & Roy Butin		1	
Harry S. Barbour		1	yes
Edward Barrow		3-5	
Eugene Battain		1	
Harriet Bawden	1		yes
Digby Bell		2	
Joe Belmont		3-3	
Greta Benodetti		3	yes
Andre Benoit		1	yes
Albert Benzler		3-3	
Romeo Berti		1	
Sarah Bernhardt	1	1	yes
John H. Biehling		1	
Biehling & MacDonough		3-2	
Johann Bischoff	1	1	yes
Karel Bondan		1	yes
Mme. Boninsigna (grand)	1	BONINSEGNA	yes
Viglione Borphese		2	
Lucrezia Bori	4		yes
Daisy Boulais		2-4	
Luisa Bresonier	1		
James Brockman		1	
Cornelius Bronsgeest	1	1	yes
Alois Burgstaller	2	1	
Maurice Burkhardt		2	yes
Butin & Banner		1	
David Bayall		2	yes
Albert Campbell		1	
Grace Cameron	9		
Sig. Campanari	1		
Ernesto Caronna	1	3	yes
Ernesto Caronna & Luigi Lucenti		2	
Mary Carson		1	yes
Earl Cartwright		1	
Anna Case	1		yes

[ATTACHMENT/ENCLOSURE]

-2-

Donald Chalmers	2	3	yes
Thomas Chalmers		1	yes
Anna Chandler	5	3	
Edith Chapman	1		
Herbert L. Clarke	1		
Arthur C. Clough		1	
Luigi Cilla		1	yes
Arthur Collins		8	
Collins & Harlan		3	
Columbo & Garcia		1	
Florenco Constantino	16	26	yes
Alpedo Costa		4	yes
Miss Ray Cox		1	
Armand Crabbi	1		yes
Italo Cristalli		3	yes
<i>Helen Clark</i>		/	

Paul Cromelin		3	
Frank Croxton		3	
Frank Croxton Quartette			yes
W. S. Czerwinski		1	

Charles Deab		1	
Charles D'Almaine		2	
Tina de Angelo	2	1	
Edgar L. Davenport		3	
R. Postyn Davies		2	yes
Peter Dawson		1	
Eduardo de Bury		1	yes
Eleonora de Cisneros	5	3	yes
Guido Deiro	2		yes
de Gregoria		1	
Marie Delma	5		yes
Carrie De Mar		1	
Mary Hissom de Moss	3		yes
Will F. Denny		3	
A. de Seguroia		4	yes
Emma Destinn	4		
Marie Dietrich	1		
Andrea Dipple	1	1	
Demetrius Dounis	1	1	yes
Frank X. Doyle		2	
Marie Dresler	6		
Gaston Dubois	2		yes
Louis Ducloux		1	yes
S. H. Dudley		4	
Paul Dufault		1	yes
Frank L. Dyer		1	

Frederick W. Ecks		3	
Fress Eldridge		1	
Emos Quartet		1	
<i>Edison Quartet</i>		2	

[ATTACHMENT/ENCLOSURE]

-3-

Maria Farneti	2	1	
Edoardo Faticanti		1	
Edward M. Fayer		5	
Harry Fay		1	
Fritz Foinhale	2	2	yes
Ester Ferrabini		1	
Fifth Avenue Presbyterian C. Choir		2	
John A. Finnegan		2	
Fisk University Quartet		2	yes
Mario Florence	2		
Arturo Franceschini	1		
Jose Franco		1	
Hanna Forrester & Boh. Ptak		1	
Irene Franklin	9	1	
Frederic	1	1	
Maurice Farkov		1	
Maria Galvany	5		yes
Garcia & Colombo		1	
Luiza Garibaldi	1		
Robert		1	
Guido Giardini		5	
Irving Gillette		3	
Dinh Gilly		1	yes
Guiseppi Giorgi		2	
Aristodemo Giorgini	2	1	yes
Lottie Gilson	5		yes
Don Giovanni	1		
Guiseppi Godono		1	
Billy Golden		3	
Golden & Hughes		2	
Otto Goritz	1	2	
Thomas Graf		1	
Burt Green		1	
Paulo Gruppe		1	yes
Alice Guszalewicz	1	1	yes
Orville Harold		1	yes
Charles Hackett		1	yes
James W. Hager	1		
Charles R. Hargroaves		1	yes
Byron G. Harlan		8	yes
Harlan & Stanley		1	
Charles W. Harrison		1	yes
James F. Harrison		10	
Harrison & Anthony	3	3	
J. Hazel		1	
Alexander Heinemann		4	yes
Helitta Heim	1	1	yes
G. W. Helms		1	
Heinrich Hensel	2	1	yes
H. Bennie Henton	1		
Ethel Hepburn	1		yes
Victor Herbert		6	
Irving Hager	2		yes
Ferdinand Hummelreich		2	

[ATTACHMENT/ENCLOSURE]

-4-

Herbert & His Orchestra	1		
Murry K. Hill	1	2	
Hinckley	1	1	
Harvey Hindernymer		3	
Flornce Hinkle		1 3	
Gustav Hinrichs		1	yes
The Hoffmann Quartette	1		yes
Roland Hogue		1	yes
Wm. F. Hooley		4	
Miss Hoy <i>Marie</i>		1 3	
Gustave Huberdeau		1	yes
Hughes & Golden		2	
Harry E. Humphrey		1	yes

International Association Quartette 1

Hilda Jacobsen	1		
Josephine Jacoby	4		
Eugene A. Jaudas		3	
Madame Jomell	5		
Ada Jones	3	3	
Jones & Chorus		1	
Mary Jordan	3		
Karl Jörn	3	1	
<i>R. J. Jore</i>		2.	

<i>John</i> Kaiser		1 3 2	
Giuseppi Kaschmann		1	yes
Kaltenborn Quartet		2	
Hct M. Kosofo		1	
Marvus Kollermann		3	
Margaret Keyes		1	yes
Agnes Kimble		3	
John Kimble		2	
Kniokerbocker Quartet		4	
Heinrich Knute	5	2	yes
Paula Koralek	2	1	yes
Luette Korsoff	2 2	1 2	1 1
Hans Kronold		2	
Annie Krull	2		yes
<i>Andrea Kreefe</i>		2	

<i>Maria Labie</i>	5		yes
Felix La Sierra		1	
Harry Laudor	1	1	
A. Leute Brun	1		yes
Dr. Franklin Lawson		1	yes
Bianca Lenz	2		
Frens Lohar		2	
<i>George Seymour-Lewis</i>		2	

[ATTACHMENT/ENCLOSURE]

-5-

Maurice Levi	8	1	
Arthur C. Lichty		2	yes
Luigi Lucenti	1	2	yes
Lucenti & Caronna		2	
Harry MacDonough		1-3	
MacDonough & Biehling		1-3	
Umberto Maoney	<i>Umberto</i>	1	yes
Guiseppina Finzi Magrini	<i>Finzi</i>		yes
Pomilio Malatesta		2	yes
Manhattan Ladies Quartet		2	yes
Riccardo Martin	5	3	yes
Giovanni Martinelli		1	yes
Cornelia Marvin		1	
Stella Mayhew	11		
Frank S. Mazziotto		1	
Joe Maxwell		1	
L. C. McChesney		1	
Mabel McKinley		1	
Olive Mead Quartet	2		yes
Edward Meeker		4	
Carmon Mollie	4	2	yes
Metropolitan Quartet		1	
Christine Miller	2		yes
Rood Miller		4	yes
Ed. Morton		1	
Mary Porter Mitchell		1-3	
Billy Murray		4	
Pete Murray		1	
Corrine Morgan		2	
Mario Marolle	6		
Agnes Moll	1		
Luis Mucelly		1	yes
H. B. Nesbitt		2	
Will Oakland		9	
Oilly Oakley		1	
Frank Ormsby		3	
Arthur Osmond	1		
Vess L. Osoman		2	
Juan Palmer	1		
G. Pasquariello		1	yes
Kathleen Parlow	2		yes
Rinalda Pavonin	2		yes
John Pavolovitz		1	
Ernest Pike		1	
Jack Plescente	1	1	

[ATTACHMENT/ENCLOSURE]

-6-

Philippine Constabulary Band
Joseph A. Phillips
Giovanni Polese
Steve Porter
Frederick H. Potter
Alexander Prince
Boh. Ptak & Hanna Poerster

1

1

yes

3

yes

5

1

yes

3

1

Dan W. Quinn

1

Anna Ackels

Marie Rappold

5

yes

Rapold & Martin

1

yes

Romano Raeponi

1

Mildred Graham Reardon

1

yes

Josef Rocabrana

1

Georges Regie

1

Scarphy Reaky

1

Gustave Berl Reaky

1

O. E. Rinehart

2

Bob Roberts

1

Eugene C. Rose

1

Frederic Rose

1

Julian Rose

1

Maude R. Rogers

9

Mamuel Romsin

yes

Royal Creek Quartet

1

Edward F. Ruben

Jessie Sadler

2

yes

A. Salvaneschi

2

Jere Sanford

1

W. H. Santelmam

1

yes

Henry Santrey

2

Joseph Saucier

1

Fritzi Scheff

1

yes

Paul Seebach

1

yes

Angelo Scandiani

1

Charles Schuetze

2

Henri Scott

3

yes

Antonio Scotti

3

yes

Frank E. Soltzer

1

Lieut. Shackleton

1

Sammel Siegel

3

Siegel & Butin

1

Aldo Stanzini

1

yes

Lina Simeola

1

yes

Leo Slesak

10

W. E. Smith

1

Wm. Smith

3

yes

Walter Soomer

1

yes

Schubert Quartet

[ATTACHMENT/ENCLOSURE]

-7-

John Philip Sousa
~~Albert Spalding~~
~~Elizabeth Spencer~~
 Len Spencer
 Spencer & Jones
 Julius Spindler
 Frank C. Stanley
 Stanley & Harlan
 Sallie Stambler
 Cal Stewart
 Oscar Stolberg
~~Johann Strauss~~
~~Marguerita Sylva~~

2

4

1

4

1

1

8

5

3

4

1

1

7

1

1

1

1

1

yes

yes

Tascott
 Billy Taylor
 The Girl Quartet
 W. H. Thompson
 Maddalena Ticci
 Vesta Tilley
 Leo Tolstoy
 Helen Trlx
 Tollefson Trio
 Elisa Tromben
 Sophie Tucker
 William Tucson

3

4

2

1

1

4

1

7

1

2

1

1

1

1

4

1

yes

yes

yes

yes

yes

yes

yes

yes

yes

Walter Van Brunt
 Nevada Van der Veer
 Fred Van Epps
~~Carol van Halst~~
~~Anton Van Rooy~~
~~Armand Veecey~~
 Venetian Instrumental Trio
~~Elvino Ventura~~
 Regina Vicarino
 Marx Vidal
 Vienna Quartet
 Frits Vogelstrom
 Beessie Volokman
 Berwick von Norden

3

1

1

1

1

2

1

1

1

2

1

1

3

3

2

1

1

1

2

1

4

1

6

1

3

yes

~~Edyth Walker~~
 Mr. & Mrs. Waterous
 Geo. P. Watson
 Weber Bros. Quartet
 Frederick Weid
 Reinhold Werrenrath
 Carolina Longone-White

[ATTACHMENT/ENCLOSURE]

-8-

Whitney Brothers Quartet		1
Marshall P. Wilder		1
Billy Williams		1
Nat H. Wills	1	5
Arthur S. Whitcomb	1	
Prof. D. Wormser		1
Bessie Wynn	1	

Zimmerman	1
-----------	---

*746 int
p. 100*

2/6

Mr. Holden:

Mr. Edison wishes us to arrange immediately to place a restriction notice on all of our phonographs similar to the one used by the Victor Co. on theirs. Please let me have as early as possible the wording which should appear on a notice of this kind so that we can have them printed.

11/4/12.

G.R.V.

Copies to Messrs. Edison: Dyer.

11/6
Mr. Weber:

Please note that the Amberola V and VI cylinder machines are not to have the silk back of the Grill work in front of horn. Also that the use of silk back of grill work in front of horn on Amberola I and III is to be discontinued just as soon as it is possible for Schall to properly finish horns so that they will compare favorably with the finish on cabinet.

Instructions should be given the proper people in the shop covering this matter at once, and Mr. Dolbeer should arrange to notify the trade of our action.

Such machines as are packed, ready for packing or assembled complete in cabinets having the silk back of the grill will be shipped in that manner, but all newly assembled machines in their cabinets should not contain the silk.

11/6/12.

C.H.W.

Copies to Messrs. Edison: Dyor: Dolbeer: Ireton: Wetzel: Goodwin: Bird.

CINCINNATI
117-121 EAST 4TH ST.

CHICAGO
309-331 SOUTH WABASH

NEW YORK
2507 WEST END ST.

*Please
mail*

ESTABLISHED
1856

MANUFACTURERS, IMPORTERS, WHOLESALE AND RETAIL DEALERS IN

The Rudolph Wurlitzer Co.

CABLE ADDRESS
"WURLITZER"

Everything Musical

ADDRESS REPLY TO DEPT. P

CINCINNATI November 6th, 1912.

Mr. Thomas A. Edison,
Orange,
N.J.

My dear Mr. Edison:-

I have just returned home, and I take pleasure, in sending you, as you requested, a copy of our General net retail catalog, which describes all of the various Orchestra Instruments. We will be pleased to make you a special quotation on any instrument that you might be interested in, such as the Flute, Clarinet and Double Basses that you spoke of when I saw you in Orange.

My brother, Mr. Howard E. Wurlitzer will be in New York about the 18th of November and I hope that you may find it convenient at that time to listen to a demonstration of our new instrument, the Wurlitzer Orchestra, used at the Century Theatre for the music of the dramatic production "A Daughter of Heaven".

With kindest greetings, I remain

Very truly yours,



RHW:AW

150 Hillside Ave., Newark, N.J.

11/3/13.

My dear Mr. Ledebereff:-

I shall await with interest the line of hearing from you that Mr. Edison has established the recording equipment at his laboratory and I shall hope by experimentation to determine some effects of some color, pianissimo, fortissimo, open notes, brilliant and sombre tones etc. that will be helpful to Mr. Edison and valuable to me.

It is more than likely, however, that he has not overlooked one single possible feature of all the matter of tone production and color in his extensive research, still, we should like to be brought to his laboratory experiments that be of value to him.

As a means of studying my own voice, it will be valuable to me any way, and now I am very anxious to know the results of an attempt at recordmaking. I don't have good luck from the first and I don't meet with failure. I am impatient to know.

With all good wishes and in friendship, please believe me,

Yours ever sincere,

SHD/MS.

Geo. H. Downing

Phone

Long Distance Telephone, 570 Oxford

THE MUSIC TRADES COMPANY

PUBLISHERS OF
The MUSIC TRADES
Edited by JOHN C. FREUND
and
The PIANO & ORGAN
PURCHASER'S GUIDE

BOSTON OFFICE
120 BOYLSTON STREET
ALBERT E. MOORE, Manager.
W. J. Parker,

Boston, November 11, 1912.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:-

Under another cover I am mailing you a copy of the
current number of THE MUSIC TRADES, containing a write-up of the
recent demonstration of your marvelous disc, at the Edison's
Building, this city.
Trusting same is satisfactory, and with best
wishes, I am

Very truly yours,

WJP-S

MEADOW CROFT
Say it is perfectly satisfactory
& I am pleased to know
that the public
is giving the
disc the

W. J. Parker

Nov. 15th, 1912

Mr. M. R. Hutchison:-

FOR YOUR INFORMATION

FOR MR. PHILPOT

20 Cushing Machines #594 -- finished 11/8/12
1300 Backing Machines #598 -- 1108 delivered to
date -- 192 more needed -- going over next week
3000 Boxes #A/644 and 3000 Boxes #A/645 coming in
from outside -- 440 received -- rest coming
along swiftly.
125 Reaming Machine cutters coming in from outside
75 received -- enough to keep Mr. Philpot
going for months.

FOR MR. H. H. SMITH - E.S.B.CO.

12 carbon rheostats -- 50% finished.

FOR MR. H. H. HOLLAND (LAB)

2 Special recorders - finished 11/14/12
25 " " " " 11/12/12

FOR MR. GRINES - Gold Plating Outfit

6 Steel Plates #1/853 - 25% finished
6 Master Holders -- 50% " "
4 Gold Plating Machines complete - 75% finished
1 Electrical Vibrator -- finished 11/14/12
2 Gold Plating Magnets & Coils - finished 11/18/12
6 Fixtures for turning down label cuts - 25% finished

FOR MR. MOORE - Disc Equipment

5 Mould Pin Ejector Machines - started 11/1/12
2 Sub Master Blank Moulds --- " 11/2/12
6 Mould and Disc record inspecting Machines
(with microscope) finished 11/14/12
21 Centering and ejecting attachments
one finished - 11/12/12
12 Varnishing stands - started 11/13/12
1 Disc record ejector attachment for printing presses
started 11/13/12

FOR MR. KAMMERHOFF (small cells)

8	Small cells	#1/706 -- finished	11/14/12	
7	"	" #1 to 11/707	"	"
5	M-5	" #1 to 15/699	"	"
2	Small cells	#1 to 15/702	"	"
7	"	" #1 to 19/694	"	"
6	"	" #691	"	"
6	Horizontal cells	#A to 6/691 finished	11/14/12	
3	Small cells	#1 to 27/671	"	"
2	Minors Lamps	#72	"	"
2	"	" #76	"	"
6	Containers and contacts		"	"

JRR/BS

ASS'T CHIEF ENGINEER

30 5
- photo

Referring to printed slips
which we recently commenced
putting in Blue Amberol Records.

11/16

Messrs. Dolbear; McChesney; Goodwin; W. Miller; Iretson; Hird; Nehr.

The Legal Department have decided that we ^{have} no right to print the words of songs without first obtaining permission from the publisher or copyright owner. Mr. Miller has interviewed 8 of the Publishers, with the result that 5 of them absolutely refused to allow us to print the words and 3 of them consented.

It has, therefore, been decided to discontinue immediately the use of slips for vocal selections and to remove from all records now in stock such slips, until such time as we can obtain permission in writing from different publishers to use the words, or until we can get revised slips printed without the words, simply containing the name of the selection and a description thereof.

Mr. Miller will immediately interview all publishers for the purpose of obtaining their consent to use the words and will hereafter advise the Advertising Department on the record information sheets whether or not we are permitted to print the words.

Mr. McChesney will also immediately look over our present list of selections thus far issued and decide which ones, if any, are not copyrighted or the copyright has run out, and such ones as are not copyrighted, he will advise Mr. Nehr and slips can be continued with them.

Briefly summed up, the method to be followed will be as follows:

First: On all instrumental selections we will continue with printed slips as now in effect, with the exception that the words "copyrighted by" are to be added with the name of the publisher.

Second: On all songs where we can obtain permission from the publisher to use the words in printed form, we will print the words on the slips. Where permission cannot be obtained to use the printed words, we will still use the slips giving the name of selection, publisher, copyrighted by, composer, and a brief description of the song, its popularity, &c.

As the Advertising Dept. will necessarily have to obtain information concerning each record as to whether the words of the song can be printed or not, they will be responsible for the matter printed on the slips for each different selection.

11/16/12.

C. H. Wilson

Copies to Messrs. Edison; Holden.

How
the
house

Brawley, R.F.D.R. # MEADOW CROFT
Box 19, 1912

Mr Thomas A. Edison;

West Orange, N.J.;

Honored Sir:-Before me is the advertising circular, sent out by Babson, setting forth the merits of the special Edison Phonograph that he advertises as your latest improvement, and offering to give an interested ^{party} a free trial. I recently read a description of your latest improvement, written by a reporter who had visited your works, and there witnessed its workings. He claimed great improvement in sound, all metallic sound having been eliminated. From its description I was greatly interested, but as I compare that with the description sent out by Mr. Bascom, I do not feel confident that ~~it~~ is this last improvement that he is offering, and I am taking the liberty to write you in inquiry thereto. I am a teacher in a rural district, in Imperial Co. Calif. I want to raise funds for a phonograph for the school, if possible, and we will want the best, if it is within the range of possibilities. What are the prices of your latest designs, and the terms?

My school is to have an entertainment Thanksgiving night, and we are to have the use of a phonograph on that ~~on~~ that occasion, and hope to start our fund then. I would like the information herein ^{that I may} asked [^] the more intelligently present the matter to our patrons and friends.

It may interest you to know that my boys and girls are greatly interested in you and your work. And one of the older boys is to set forth our material blessings, and those who have taught the world how to use them, as a cause for greatest thanksgiving on that day of good cheer. You are to figure most prominently in his citations for rejoicings. You are wielding great influence over a vast army of rising workers.

We will feel great thankfulness if you can take the time to give the information asked.

Yours most gratefully, *Florence A. Dunham*

2801 N. Broadway,

Los Angeles, Cal.

Thomas A. Edison,
Menlo Park, N. J.

Dear Sir:-

Pardon me for presuming to address you. I wish to congratulate you on the satisfactory completion of one of your many tasks of producing a perfect phonograph. I gained my information from a newspaper article. I hope to own one of your perfected machines when they are placed on the market. I would be pleased to learn if the Columbia and Victor records can be played on your new phonograph.

In this connection, I wish to state that it has seemed to me that one of the greatest deficiencies of the phonograph is inability to play a piece two or more times successively without attention. With your perfected machine, requiring no change of needle, it seems such an improvement could be worked out. It may seem presumptuous on my part to suggest anything in this line.

I would think that the arm, when it reaches the point of ending, could be made to press against a trigger and thereby put in motion machinery which would raise the arm a trifle, return it to the point of beginning and lower it gently onto the record. The last movement would stop the supplementary machinery and at the same time reset the trigger first named.

No doubt, Mr. Edison, you could work out such an improvement very easily. I would wish to own a phonograph with such a desirable addition.

In closing I wish to give expression to the hope that your life may be indefinitely prolonged, that you may continue to benefit mankind with the products of your active brain and indomitable will.

I subscribe myself,

One of your many admirers,

H. M. Arnold

P.S. I am one of Uncle Sam's letter carriers.

Phone Ed.
Lent.

ALL ORDERS FILLED COMPLETE SAME DAY RECEIVED

KIPP-LINK PHONOGRAPH COMPANY
CROFT.
OLDEST AND LARGEST JOBBERS
IN INDIANA
of EDISON PHONOGRAPHS RECORDS AND SUPPLIES
345 MASS. AVE.,
INDIANAPOLIS, IND.

November Twentieth

Mr. Thos. A. Edison,
Orange, N. J.

Dear Sir:-

*My Dear Mr Kipp. dont worry when
you see what we are going to do
you will be satisfied that we are on*

Will you please overlook the impudence of
this extraordinary liberty which I am taking in addresssing a
letter to you and accept my apologies if I am overstepping my
bounds.

*The right track in regard to artists -
cut at 1150 times per hour*

I cannot help but feel that in as much as
I have been devoting these many years in making a livelihood
out of your products that I have gained some valuable experience.
My efforts have carried me into many channele and branches of
the phonograph business from which I learned a great deal and
which afforded me the opportunities for careful study.

so far \$200 and by well known
You will no doubt recall that I am the man
who had the honor to spend some little time with you this last
summer. I am safe in telling you that I have spent in the neighbor-
hood of about \$5000.00 visiting the principal cities throughout our
territory pumping pepper and enthusiasm into, not only the present
dealers, but large concerns who were contemplating placing orders
for competitive lines. I am proud to say that they trusted me
and believed enough in me to wait until I could convince them that
the Edison line was the best and only one for them to put in.

What I am leading up to now is that while you
have been showered with praise and deserve, every bit of it, for what
you have accomplished with your disc machine, and while I am glad
to report that all who have heard it have nothing but praise for it,
and concede that it is the best they have ever heard of its kind,
there is a very great and serious objection to this fact that the
names of the artists who make the records do not appear. There is
an absence of the finer Concert numbers which I positively know
must be made and as quickly as possible in order to meet the require-
ments which will be asked of this new invention in spite of its
wonderful tone quality and durability.

As a proof of this I call your attention to two
well to do people in our city who had withheld buying a Victrola
until they heard the Disc machine. Both of these people considered

over

Grand Opera Artists + All have been
rejected by me except 24. because
they were not up to my standard

We will publish a Catalogue giving
the names of over 100 artists

with portraits + brief description

+ will mention names of singers

in our Catalogue only when they

are good singers + not press agent

singers with no voices. We

shall have a far larger & better

list of singers than it is possible

with the Victor

E

ALL ORDERS FILLED COMPLETE SAME DAY RECEIVED

KIPP-LINK PHONOGRAPH COMPANY

OLDEST AND LARGEST JOBBERS
IN INDIANA

OF EDISON PHONOGRAPHS RECORDS AND SUPPLIES

345 MASS. AVE.,

INDIANAPOLIS, IND.
November Twentieth
1912

T. A. E. #2 -

it an education to know who the artist was. They felt like unless they did know it would be just like going to a theatre to see a fine performance and not know who the performers were. Imagine my disappointment when this fact alone amounted to so much that they deliberately passed up buying an Edison Disc machine and told me that if I could deliver a Victrola with a certain number of very fine Concert Records, which as you know are made by the Victor people, that they would have me deliver them at once. In other words simply because I could give them no assurance that the artists who made the records would be known to them, they decided on an inferior machine and record which had these advantages.

I beg of you Mr. Edison not to consider me a "calamity howler", on the contrary one who has gone ahead in the face of defeat for the past two years and stuck to the game, as your Mr. Dolbeer and Mr. Wilson will tell you and I am simply making a humble suggestion to you, that we jobbers who are out in this field making our bread and butter out of this line should have every advantage that you can possibly give us to introduce this new line and I think that one of the greatest helps that we could possibly have would be to immediately get a few selections of the best known opera pieces, such as the "Lucia Sextette", the "Rigoletto Quartette" and a few similar ones and you should give the general public the advantage of knowing who the record was made by.

Hoping that you will accept this letter in the spirit that it is meant, namely that my heart is with the Edison line only and that I mean simply to offer a valuable suggestion to aid the line to the front as quickly as possible, and thanking you for the time you have honored me with, I remain

Yours very truly,

KIPP LINK PHONOGRAPH COMPANY.

Per Walter E. Kipp

It is the long delay and the anticipation of doing big things that has confronted the Edison dealer so long, and he needs all the encouragement you can give him.

44
11
FIRST PRESBYTERIAN CHURCH
PHIL. C. BAIRD, D. D., PASTOR

Thos. A. Edison Phonograph Co.,
Orange, New Jersey.

Gentlemen:-

I have a record which was taken on your business phonograph, which I use in my regular sermonizing work, which was made by a little son whom I have just lost through death, and wish to have it reproduced as the record its self has a crack clear through it, but it is still intact and by being held together by a thread wound about it can be held on the machine and turned, but fearing that it will break with much use, I wish to get a half dozen made from it.

Can you reproduce theis record if I send it to your office? If so please inform me of how to pack it for shipment, as you can imagine, I value it very highly as it is the only record of his voice that we have.

P. C. B.
C. D. V.

Yours very truly,

Phil C. Baird

MEADOW CROFT.

say we could make a matrix
from which any number
of copies could be made
Nov. 22, 1912
but you would hear the
Crack - The trouble is that
you might have it injured
in transit if it is quite
a risk to

Phone 10-1234

107 BEECH STREET
EAST ORANGE, N. J.

November 22, 1912

November 22nd 1872
 My dear Mr. Edison,
 I had the great pleasure of hearing your wonderful new disk phonograph during a demonstration of its powers at Buck Church. If the new machine is any indication of future possibilities from you in this line of work, the most marvellous and best records of the human voice, as well as of instru-

ments, should in the future come only from your laboratory. You have conquered the most obvious, as well as audible, problem of the old cylinder record by eradicating the disagreeable, twangy sounds, which caricatured any voice no matter how beautiful. The sound coming from the new machine is clear, distinct and beautiful, and therefore is most natural.

Even with my experience with voices especially in listening to them, I would have thought, had I not known differently, that the songs from the machine were

really being sung by singers in the room with the audience.

So you are to be greatly congratulated for your work toward the greater perfection of such a wonderful instrument, which is destined to supplant all vicious singing methods, and to teach young Americans how to sing by imitating the great singers. Thus we may be able to have Carusos on every street corner and Tetzegghis in every kitchen. Wishing you the greatest of successes I am yours

Frank T. Esig.

but if this is unfracturable I.
would very much like to know why.
+ I think that everyone would agree
that if a record just started off with
the music slight of the same way.
with a slight grating sound whatever
it would still be another slight improve-
ment on the most marvellous inventions.

Yours very truly

Sidney I. Thompson

7th Dec
1915

New York City, November 25th, 1915

Mr. Edison
12/1/15

Mr. C. H. Wilson.
General Manager.
Thos. A. Edison, Inc.
Orange, N.J.

Dear Sir:-

In Mr. Hardin's absence I desire to report the following callers at No. 10 Fifth Avenue;--

Mr. Gunlock. Chicago, Ill. With a party of friends. Gave no address. Showed disc machine and they expressed themselves as very much pleased, Mr. Gunlock acting as spokesman. Thought it the best phonograph work yet produced.

H. Lichtenstein. 215 West 68th St. N.Y. City.

Expressed satisfaction with disc machine; was reticent but stated the more he heard it the more he liked it; impressed us as a dealer or salesman for machines, and seemed very familiar with this class of mechanism.

Edward F. McGrotty. Ridgewood, N.J.

Called with another man whose name was not given, in the interest of a Mrs. W. R. Spelman, Ridgewood, N.J. She owns cylinder machine; demonstrated disc to McGrotty; very enthusiastic; said never heard music like it; pronounced it "a crackerjack instrument"; stated would make a good report to Mrs. Spelman.

Mr. Chevrier. U.S. Dist. Court. Trenton, N.J.

Called on invitation of Mr. Madison. Very much interested and pleased with machine; satisfied it was the best; states he will have one within a short time-possibly in three months.

H. Friedlander. 240 Tiffany St. "Tiffany Arms". New York City.
(Not to be at this address very long).

Owns a Victrola; soon as possible wants to get rid of Victrola; wants to buy an Edison disc; thinks them wonderful, beautiful tone.

H.A. Jarico. 60 West 162nd St.

N.C. Ranson. 18 East 136th St. New York City.

Very much pleased with disc machine; thought it wonderful and the best phonograph work; suggested would call again.

Yours very truly,

Percy J. Morgan

Y 4 6, 200
10 S. 12. R. 12

New York City. November 27th, 1913.

Mr. C. H. Wilson.
Genl. Manager.
Thos. A. Edison, Inc.
Orange, N.J.

[Handwritten signature]

Dear Sir:-

Callers today at No. 10 Fifth Avenue:-

Miss. A. Howell. 50 Pineapple Street. Brooklyn, N.Y.
(Interviewed by Mr. Dolbeer)
Demonstrated disc machine and pronounced it "wonderful".

D. C. Spruance. Baltimore, Md. (Sent by Reginald H. Cross
(Interviewed by Mr. Dolbeer) (Consolidated Gas & Elec.
(Co.

Demonstrated disc machine and very enthusiastic.

Dr. G. B. Pfoutz. Salt Lake City. Utah. (In the interest of
(Interviewed by Mr. Dolbeer) (C. C. Clayton.
Demonstrated disc machine and very much pleased.

Dr. Somers. L. I. State Hospital. Flushing, L. I.
(Brought in by Dr. Macy, Kings Park State Hospital, Kings
(Park, L. I.)
Come in in connection with Dr. Macy's experiments with
phonographs for hospital use. Dr. Somers gave no expression
of opinion, but seemed very much interested. Dr. Macy pro-
nounces disc machine the best machine yet produced.

Yours very truly,

[Handwritten signature: Percy H. Morgan]

[Handwritten signature: M. Edison]
[Handwritten signature: Dolbeer]

Plans
27-10-1911

CHANCERY CLERK'S OFFICE
CHICKASAW COUNTY
HOUSTON, MISS.
WILLIAMS
DEPUTY

Tell him that it is quite
an art to record a chorus
that some of our men have been
working for years at it
that it requires trained
voices & every man
continues to get
better results

Hon. Thos. A. Nelson,
Orange, N.J.
My Dear Sir:-

I am not sure that you will give me the information
that I want, but I am going to ask you any way. We have a quar-
tetto of Male Voices here in our Town and we think we can make
very good music, just to be beginners, and we have been using
your Edison Graphophone in reproducing some our talent on blank
Edison records, but we seem to lack some secret to this art, and
as a consequence the voices are not distinct and loud as on some
of the records imported here. Is this a secret method by which
these voices can be reproduced loud and clear? and can it be bought
if so would you kindly tell me what it is and the price, and I will
be glad to pay you. Is there some kind of a solution through which
the records are placed just after being made, to harden them?

I am inclosing you a stamped self addressed envelope for
your reply, and I wish to say that we have two dozen blank records
waiting on your reply. If I am resuming in writing you in this
regard, kindly excuse my ignorance and answer any way.

Yours very respectfully,

J. Williams

Phone

Phoned.
12/2/12

Dalgar

22

Phone up how
many of new Disc
Replacers do you
want to fill
the California
order - was it
16 or 18 or
what
Eden

So Cai. music ho a.

3

Pai Phu Co. S. 7.

6

3

3

3

3

21

1000

The Modern Historic Records Association

HON. PRESIDENT
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E. M. Cravath
Alfred A. Cook
Louis Mansfield Ogden
Justin McGrath
Geoffrey Konia
Alfred H. Saunders
Henry Collins Walsh

The National Arts Club, 14 Gramercy Park

New York City

December 2, 1912.

Mr. William H. Meadowcroft,
Bacon Laboratory,
Orange, N. J.

My dear Mr. Meadowcroft:

Will you please convey to Mr. Edison our great appreciation of his courtesy and kindness in providing us with such an interesting feature for the program of our Annual Meeting. Mr. Hayes and his assistant fulfilled their part admirably, and the distinguished audience present was greatly interested in the demonstration of the new machine and in the explanation of the discs and their great value to our Association for purposes of permanent record.

As you probably know, the discs which Mr. Edison promised to present to the Association for its archives have not yet been delivered. I trust that you will bear this in mind and provide us with them at Mr. Edison's convenience, keeping in mind that, so far as it falls in with his own wishes, we particularly desire that these discs shall be records of a significant nature. I regret that you could not be present at the meeting.

I was very much interested in what you told me of the action of ink on certain parchments in England, and I hope to keep in touch with you.

Sincerely yours,
W. T. Lamed, Sec'y of the M.H.R.A.

(Photo -
Recd. 12/12)

ME -

I have an some more
records & sent on
last night.

I'm sent for more
these reports

Staten

12/12/12

J. A. S.
1054 Ave

New York City. December 3rd, 1912.

Mr. C. H. Wilson,
General Manager.
Thos. A. Edison, Inc.
Orange, N.H.

Dear Sir:-

Callers at No 10 Fifth Avenue today:-

Mr. J. B. Carruthers. Kingston, Ont. Canada.
Demonstrated the disc machine, the tone and
appearance of which elicited expressions of his
pleasure and approval.

Mr. A. H. Walker. No. 387 Clinton St. Brooklyn, N.Y.
Demonstrated the disc machine. Very much
pleased with tone; wonderful reproduction;

Yours very truly,

Percy J. Morgan

M. Edison
Subst

94.2
edison

N.Y. City. December 5th, 1912.

Mr. C. H. Wilson,
General Manager.
Thomas A. Edison, Inc.
Orange, N.J.

Dear Sir:-
Callers at No. 10 Fifth Avenue;-
December 4th, 1912.

RECEIVED
DEC 6 - 1912

Thomas Chalmers. (Edison singer).
Pleased with tone and disc machine. Referred to scratching of "Evening Star".

H. Berkowitz. Representative of Metropolitan Talking Machine Company.
Called with two friends, one a violinist; very much pleased with music; Mr. Berkowitz very much interested in the indestructibility of records; violinist very much struck with the violin reproduction of disc; are coming again when they have more time;

L. V. Howland, Plainfield, N.J.
Going to buy a Victor; H. Glover of Plainfield told him ours was best; Howland thinks Edison disc superior in tone; pleased there was no scratching; thinks we will be handicapped by "lack of artists".

Frederick Boer. Sencliff, L.I.
Very much pleased with machine (disc); struck with fact that the metallic sound is missing from disc reproduction; "pleased and gratified" to hear the machine.

F. Harry Hall. 7 Prospect Drive, Yonkers, N.Y.
Struck with the mechanical features of the motor; also of the construction and work of the reproducer; also indestructibility of record; tone "magnificent"; said if "person wants good music would be very handicapped on account of Edison paucity of first-class artists".

December 5th, 1912.

J. C. Reuter. 179 Johnson Ave. Newark, N.J.
Going to buy a Victor; called at Reid & Dawson, Newark; friend advised them to call here; very much pleased with work of disc machine; intimates he will purchase our machine.

(Mr. Solomon, Produce Exchange. (Friend of Mr. Leeming)
(Mr. W. C. Pitman. East Orange, N.J.)

The latter about to buy a Victor; interested in tone, reproduction; mechanism (stopping device); are coming again.

Yours very truly,

Percy F. Morgan

Mr. Edison
Orange
N.J.

188 Nov
1912

Messrs. Wetzel, Hird and Leeming:

Dec. 6, 1912.

Referring to Mr. Weber's memorandum dated December 3rd, concerning Amberola V and VI, also Disco A60 and A80 machines, I note he states it is only a case of the work being closely followed up through the shops in order to bring these machines through at the time he mentions. You should therefore pay particular attention to these machines and the parts necessary therefor, and if any delay does occur, bring the matter to Mr. Weber's or my attention. If necessary, a special man should be designated to follow up this work.

CHW/INW

C. H. W.

✓
(Copy to Mr. Edison)

7-16-12
15

RECEIVED
DEC 9-1912

New York City, December 7th, 1912.

Mr. C. V. Wilson,
General Manager,
The A. Ellison, Inc.
Chicago, U.S.

Dear Sir:-

Calling at No. 10 Fifth Avenue, December

8th, 1912.

Mr. C. C. Slattery, 221 Bayton Ave.
Philadelphia, Pa.

He contacted Rice and his son and he was greatly
interested and pleased; his impression was
"wonderful".

Mr. George Callahan, 214 West Street.
New York City.

Rice demonstration greatly pleased; very
much interested in "one, reproduction, sanitation;
"a great improvement";

Yours truly,

Percy F. Morgan

*McElion
Duluth*

WALTER F. CROSSBY
"THE UNABILL"
(Tel. 641 Chicago)
128 WEST 51TH STREET,
NEW YORK CITY.
Private Tel. 4214 Chicago

Mr. Thomas A. Wilson,
Orange, N.J.

Dear Sir:

Presuming upon our acquaintance of many years ago, when I was manager of the Roosevelt Organ Works and we jointly exhibited, in Irving Hall, your phonograph and our organ for Rome, Italy, I write this letter on a subject which may interest you.

I have known intimately for some 20 years a French engineer of the highest standing and character, Mr. Louis Chevillon, both in this country and France, we both having interests in Mexico, though not even remotely together. He has just written me from Mexico City in regard to a candelilla wax enterprise, in which he is interested, and asked me to submit their product to your Company and, if possible, obtain some data relating to this country's consumption of the commodity. I am not at all acquainted with the wax industry and my information all comes from him, but can be implicitly relied upon.

I am sending you a sample of the wax, which will be manufactured in Mexico from the candelilla plant which thrives on the plateaux of that country, and a copy of Mr. Sanders' analytical report on the product, both sent me by Mr. Chevillon.

This wax has the identical properties of the Carnauba wax of Brazil, which your Company probably uses extensively, and which Mr. Chevillon tells me sells at about \$60.00 (U.S. Currency) per kilogram. In a few months the Mexican Company expects to reach an output of between 500 and 1000 kilograms per day and to be able to undersell the Carnauba wax.

If your Company would be interested to investigate and negotiate for this wax I will be glad to do all in my power to aid to that end, though I am only interested to the extent of friendship. I would be glad to call on you on this subject if you care to give me an appointment.

Will you do me the favor of advising me about what is the annual consumption of such wax by your Companies and, if possible, what you would guess as the annual consumption for the United States, including phonograph records, varnishes, shoe polishes, manifoldings supplies, insulation purposes, etc.

I hope that I may soon hear from you and that it may result in our meeting again.

Yours very truly,

W. F. Crosby

NEAROWCROFT.

We no longer use
wax unless phone
recording

December 9th, 1912.

[ATTACHMENT/ENCLOSURE]

COPY.

I have examined a sample of crude candelilla wax, which was submitted to me for analysis, and beg to report as follows:-

General characters?

The sample was a specimen of unbleached wax, of a chocolate-brown colour, hard and brittle.-

Composition:

Water.....	0.16%
Extraneous matter.....	2.16%
Wax.....	97.66%
	<hr/> 100.00

The extraneous matter was found to consist of earthy matter, mixed with some plant tissue and bits of bark.

The wax on examination was found to conform to the composition of a natural unbleached product, it contained no added rosin, such as is sometimes found as an adulterant of commercial waxes. It gave a positive reaction with the Liebermann-Storch reaction as all natural unbleached candelilla waxes do, but as in the case of the latter was found to consist of hydrocarbons (principally hentriacontane) higher alcohols and derivatives of these, its constants were:

Density at 15° C	0.985
Melting point	72°.0 C
Solidifying point	66°.5 C
Iodine value	15.8 %
Saponification value	45.89

Signed:

J. Mo. Connell Sanders F.C.S.

Mr. Edison:

The following masters and samples of disc records were delivered to Wurth, via Colt's Express, during week of December 2nd to 7th, 1912.

SERIAL NO.	TITLE	Masters	Samples
2026	TROVATORE-- The vows we plighted C. W. Harrison	2	0
2027	GIOCONDA--Daughter Thy Step Kimball, Spencer & Chalmers	2	1
2028	TROVATORE--Home to our Mountains Spencer & Anthony	3	0
2029	SAMSON AND DALILA--My heart at thy voice Eliz. Spencer - - -	2	1
* 2031	AVE MARIA Mrs. Staats	- - - - - 3	0
2032	BALLO IN MASCHERA--King of Shades E. Spencer	3	0
2030	TOSCA--Love and Music Agnes Kimball - - - -	3	0
2033	TROVATORE--At thy mercy Spencer and Anthony - - - - -	3	0
2034	TROVATORE--Oh Joy he's saved Kimball & Chalmers - - - - -	3	0
2035	MIGNON--Dost thou know that land E. Spencer - - - -	3	0
2036	RIGOLETTO QUARTETTE	1	0

W. H. Miller

12-9-12

OK E. S. M.
11/5/1912

RECEIVED
DEC 11 1912

New York City, December 10th, 1912.

Mr. C. H. Wilson.
General Manager.

Callers at No. 10 Fifth Avenue,

Mr. W. Linderoth, No. 135 Quincy St. Brooklyn.
Very much interested in "Alice machine"; "continuous";

J. J. O'Reilly, 321 1/2 1st St. Brooklyn, N.Y.
"I don't wonder the Victorians are producing the
prices, now that I've heard this. The sooner
this gets on the market the sooner the Edison
will have another customer".

Amos Kimball, (Edison Station).
Very much pleased with the machine.

Yours very truly,

Percy J. Morgan

Mr. Edison
Baltimore

Jan 8 1913

RECEIVED
DEC 19 1912

N.Y. City, December 11th, 1912.

Mr. H. Wilson.
General Manager.
Thos. A. Edison, Inc.
Orange, N.J.

Dear Sir:-

Mr. John Bueger, Skenectelady, N.Y.
wrote: "The machine, was much appreciated and
pleased; delighted with tone; thinks we have a
"wonderful" machine."

Mr. L. Gouger, No. 1027 East 107th St., N.Y. City.
(brought in by Mr. Hustis, whom we reported re-
cently)
Mr. Gouger delighted; expressions-"wonderful""per-
fect tone" "That's better than Victor"; says he
will not purchase Victor as he intended. Hustis
says they were sent in here by a Victor singer,
who heard our machine here sometime ago and told
them--"You better see the Edison before you buy".

brought in L. Chevalier, Greenpoint (dealer)
Brooklyn. Bedford Ave. near Penn St.

Brooklyn.
Dr. Wyatt very much pleased with tone, reproduc-
tion and the machine in its entirety; announces
that he will purchase a \$600.00 machine when
on the market. "The sooner the better".

Yours very truly,

Percy S. Morgan

M. G. Wilson
Sullivan

(Copy to Mr. Edison)

Dec. 11, 1912.

2413
Mr. Dodd:

Confirming our talk this morning I understand you have now refined 23,959 lbs. of 2-minute record wax, from which you have recovered 13,158 lbs. of material (Stearic and Ceresin) which can be used in making Dictating Machine Blanks and 2-minute Blanks such as used by the I.C.S., and that this material is worth to us, after deducting cost of refining, etc., $7 \frac{2}{3}$ ¢ per lb., or equivalent to $4 \frac{1}{5}$ ¢ per lb. for the old 2-minute record wax.

It would seem to be profitable to continue this process, but the demand for the blanks for which the material can be used is so small that the quantity thus far refined would last us about two years, and as we have at least 500,000 lbs. of the 2-minute scrap wax or old records on hand, some other use must be found for it.

As at present refined, it cannot be used for the Master record wax, but in view of your statement that by further refining there is a possibility that it can be used, you will please continue with your experiments and ascertain definitely whether or not it can, and advise me as to results.

If it cannot be used for Master record blanks, we will endeavor to dispose of it in its present condition, by simply melting it up and molding it in squares, but so far we have been unable to get an offer of more than $1\frac{1}{2}$ ¢ a lb. for it in this shape, and although we are still looking for additional markets and a better price, we may not be able to obtain them.

Please go ahead with this refining for the Master record blank experiment as rapidly as possible.

CHW/IWW

O. H. W.

(copy to Messing and Redfearn)

Phono. - Sales

11/11/12
Mr Edison

I am opposed to furnishing
diaphragms to the trade without
links attached.

Have you any instructions
in response to the memorandum?

I hesitate to tread on
this ground where your judgment
is available for the asking.
H. H. H.

12/12/12.

[INCOMPLETE]

ESTABLISHED 1845.

SCIENTIFIC AMERICAN

INCORPORATED
MUNN & CO.

ADDRESS ALL COMMUNICATIONS
TO THE SCIENTIFIC AMERICAN
NOT TO INDIVIDUALS

Part

say that at present time we cannot advertise for the reason we can't deliver the goods, we hope

Thomas A. Edison, Esquire,
Orange, New Jersey

Shortly to remove the congestion we will then start up our advertising

Dear Mr. Edison:

To you, as President of Thomas A. Edison, Inc. and consequently vitally interested in the development of your business from a financial as well as from an inventor's standpoint, I submit the following:

The text matter presented to the Scientific American subscribers carries with it the firm conviction of our highly efficient Editorial Staff that it will be read with real interest. Of course, such is the belief of every reputable publisher.

When we devote page after page to the inventions of Thomas A. Edison there is, then, only one reason for our doing so, that is, to retain our readers' full interest. It is certain that Scientific American has devoted much more space to your inventions and products than has any other journal having a general circulation. Granting this, Scientific American ought to be one of the very best advertising mediums for you to use; for surely it is an economic plan to advertise to the man who is positively predisposed toward a given product.

While you have shown me a record of unfilled orders for the Storage Battery which makes it seem inadvisable to go after additional business at the present time, yet advertising from an insurance standpoint is a thought ever present in the minds of many advertisers who are in exactly the same position that you are in.

The Edison Business Phonograph would unquestionably appeal to a large majority of our readers as a glance at the enclosed analysis of our circulation will show.

The Phonograph, appealing as it does to men who have a taste for good music and who desire to gratify

J. A. S. M. A. D.

Mr. J. A. S. M. A. D.

New York City, December 12th, 1912

Mr. C. E. Goodwin;-
Thos. A. Edison, Inc.

Orange, N.J.

Dear Sir;-

A Miss. Thompson called today, representing Miss. Babbott.

She thinks our tone is the finest she has ever heard, and states that it is a great satisfaction to feel the surety of the tone, which one does by listening to the discs. Miss. Babbott is looking for a phonograph as a gift for Christmas, and wants to pay about \$75.00 or \$100.00. She seemed interested in the \$60.00 machine and the \$125.00 cabinet.

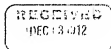
She makes the statement that her Victor does not do the scratching that ours does. She seemed to desire to bring it up, and did so after each disc rendition. I handled it as successfully as I could and she realized that I was showing to her discs which we had used here under difficult conditions, street dust and different handlings etc., I took this line with her and it seemed to satisfy her.

She is to report to Miss. Babbott and to let us know later what will be done.

Yours very truly,

Percy J. Morgan

726-
105-5-10-10



N.Y. City, December 12th, 1912.

Mr. C. H. Wilson,
General Manager.

Called at No. 10 Fifth Avenue today:-

H. V. A. Farrell, 456 Penn. Ave., Washington, D.C.
(Second call. This time with his wife)

Very much pleased with machine results; will wait till later.

Mrs. Thompson, Representing Mrs. Babbitt.
Thinks the tone superior to anything she has heard yet; made remarks about the scratching; looked over cabinet; gave Mrs. Babbitt check to purchase a phonograph as gift; wants to pay from \$75.00 to \$100; was interested in \$125.00 cabinet;

A. D. Tapanchock, Pharmacist, U.S. Marine Hospital, Parris Island.

Very much pleased; struck with tone and reproduction work;

Eduardo Calcano. Called with friend who only spoke Spanish; says that about twenty-five years ago, when Edison Phonograph was presented in Venezuela he placed an address of welcome on a record; imagines that but few copies of this record were made; is ignorant of the number, title or whether listed in general catalogue; if you have any information on it (whether he can get it or not) would appreciate your writing Miss Panchita Calcano.

Sherman Square Hotel,
Broadway and 70th. St. New York City.

or Caracas, Venezuela.

Yours truly,

C. S. Morgan

*Subscribed
M. H. Miller
my name
17/3*

*M. H. Miller
+ Subscribed*

WALTER F. CROSSBY
"THE UNADILLA"
(Tel. 481 Chicago)
128 WEST 11TH STREET,
NEW YORK CITY.
Parsons Tel. 4214 Chicago

J. MEADOW CROFT.

December 13th, 1912.

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:

I have your favor of the 11th inst.

I was aware that wax was no longer used in making the disk records but was under the impression that it was still used for the reason on the Commercial Dictation machine.

However, what I thought would interest you most was its extensive for insulating in the large amount of that work which your electrical companies must do. In that connection a lower price than the present market, for an equally good product with assured deliveries, would certainly result in a large saving to such companies. Would it not be good business to refer me to the buyers or investigators of your electrical companies where insulating is done, with a view to their looking into the subject and the probable saving that would result?

Yours very truly,

W. F. Crosby.

*Estimate I am
out of
have that was
insulating
machine tape*

71E 20
105th Av

RECEIVED
DEC 14 1912

N.Y. City, December 12th, 1912.

Mr. C. J. Wilson,
General Manager.

Dear Sir:-

Callers at No. 10 Fifth Avenue today:-

Eliak Schimmel, No. 100 Waverly St. Newark, N.J.
Very much pleased with the entire work of the
machine; and specially pleased with the high notes
in the conditions.

H. Packard, 1512 Broadway, Brooklyn.
Very much pleased with every thing; Silverman
signed him up as dealer.

E. E. Davidson, Montclair, N.J.
Appeared pleased but would not express himself
either way.

Edwin Howell, 212 Bullitt Bldg. Phila. Pa.
(Mechanical Engineer. Accompanied by cousin,
- lady)

In town of Victor dealers in Phila; stated
liked Victor; said ours was "beautiful" "wonderful
quality of tone"; cousin interested in seeing the
220.00 outfit, of which we have not a copy.

Yours very truly,

P. J. Morgan

M. J. Morgan
Bulldog

Phone
New York

CABLE ADDRESS "REYNOLRICH"

REYNOLDS, RICHARDS & McCUTCHEON
ATTORNEYS AND COUNSELORS AT LAW
68 WILLIAM STREET

OLIVER C. REYNOLDS
GEORGE H. RICHARDS
VICTOR H. McCUTCHEON

NEW YORK December 13, 1912.

Ans 12/16

*Say N.A. Phone Co. stock
held by someone every
year and the
amount of the
stock has no value*

Mr. Thomas A. Edison,
Orange, New Jersey.

Dear Sir:

Estate of John C. McCutcheon. Our
client, the Estate of John C. McCutcheon, owns
thirty-six shares of the North American Phone
graph Company. Upon making inquiry in New York
concerning this Company we were informed that
you are a large stockholder. Will you kindly
inform us what the names and addresses of the
officers of this corporation are.

Thanking you in advance, we remain

Very truly yours,

Reynolds, Richards & McCutcheon

D
1912

Dec. 10, 1912

Mr. Redfearn:

Dec. 10, 1912.

Replying to your memorandum of the 10th, advising that Mr. Ireton had an inquiry concerning a reproducer or some other means by which wax records can be used on Amberola and other stationery arm types of machines, there are only two ways by which this can be done: One is for them to buy a new Model "L" reproducer, which was used at one time for playing the soft records; the other, to devise some means whereby the Diamond Reproducers can be used for this purpose, and concerning the latter, Mr. Hutchison advises he is now working on a device of this kind along Mr. Edison's ideas and hopes to make tests with it within the next few days. If it works out satisfactorily, we can doubtless arrange to supply them for the purpose required; if it does not, then the only thing to do is to resort to the Model "L".

I would hold up answering all inquiries of this nature for a few days at least, or until we hear further from Mr. Hutchison concerning it.

CHW/ITW

C. H. W.

(Copies to Messrs. Dolbeer, Ireton and Hird)

1. 2. 3. 4.

70-101-10101

Callers at No. 15 Blich. Answer today:-

M. A. T. Tull, No. 100 North Broad St., Philadelphia,
(Incarnative Voice) has dealt for with the "Scientific Dept."
Momentarily enthusiastic over the program and all its
personnel, gave his personal follow-up capability of delivery
at that time; "He's a work horse" "Nothing over like it".

Mr. Walker, "World's Greatest Man," of Montreal, Canada,
 an old time hero; and a number of other persons of even
 farther achievement; and some friends being visitors, that are clearly
 converting them; several presidents of the nation.

G. E. Fischer, 14150 141st Av., N.Y. City,
 said to be a victim of the racketeers and a film
 producer, after having been told that the "new" film
 music producer, Victor, had got nothing else, can track it";
 says will wait any time to get on "Victor's".

Mr. Walter G. Smith, 222 St. Nicholas Ave., New York, N. Y., Vice President of the American Council on Education, testified that he had been contacted by a person who had called in his favor. In this connection, he indicated that he had referred to his purchase of the stock, and that he had been contacted by a person who had called in his favor. He also indicated that he had been contacted by a person who had called in his favor.

The following was interview with: Daniel J. Stettin. I received a "phone call" from a Mr. Benton, in charge of the national insurance company, C. J. Patten & Company. He stated that he had a photograph of a man who was working in Benton and would "show it to me" if I had one, and he made the following significant statement: "To be sure, the goods, you know, but you have the photograph beyond question. What not to ask for?" The end."

vous vous êtes,

Yours very truly,
Percy J. Morgan

TAP
12-11-1912

RECEIVED
DEC 11 1912

709

N. Y. C.

N. Y. City, December 11th, 1912.

Mr. G. E. Wilson,
General Manager.

Gallons at No. 10 Fifth Avenue today:-

Mr. A. E. DeCave, 115 Stuyvesant Street,
Brooklyn, N. Y.

Your truck cleaned with the machine and especially
the high tower; incidentally, however, to the 10,000 cycle
index machine.

Mr. A. J. Dine, Wilson's Storage Bottom,
Queens, N. Y.

Had 1 out the 1000 cycle at One projected to
see the different styles of machine; thinks the
2000,000 line about what he wants.

Yours very truly,

Percy D. Morgan

*McEwen
Duffin*

12-17-12
December 17, 1912.

Mr. Dolbeer:

Mr. Hope has already reported on his demonstration at the residence of Mr. E. L. Howe, the general manager of Marshall Field & Co. Retail. In a conversation with Mr. Howe the following morning, the latter expressed considerable disappointment concerning the surface of the records, but said he was convinced that Mr. Edison would be able to correct this trouble. He promised to get a Victrola and put it in the same room alongside of our instrument and compare them. When he does this, I think that he will have less to say about the surface noises on our records.

One of Marshall Field's people is criticising our cabinets. This criticism does not strike me as being a valid one and apparently Mr. Howe does not attach much importance to it.

Mr. Howe says that he is not yet ready to give us his opinion of our new phonograph, and will not be until he has had it in his house for two or three weeks. He says that he expects to invite a good many of his friends to hear the instrument and I have no doubt that their opinions will influence him considerably.

It must be confessed that he does not manifest a great degree of enthusiasm. However, he is so well schooled as a business man that you could hardly expect him to show enthusiasm over an article for which he expected to later attempt to negotiate on the most favorable terms.

WM-AH

C. C. to Messrs. Edison, Wilson and Goodwin.

14
NDC

Mr Edison

Wetzel

Dec. 19, 1912.

Messrs. Weber, Mehr, Traphagen, Waterman, Wetzel, Leeming, Michel, Honan, Kird:

Referring to Engineering Department Notice No. 1940, dated Dec. 18th, wherein instructions are given that diamond reproducer points for Cylinder reproducers are to be shaped at an angle of 50° instead of 60° as heretofore, the following method of production should be followed:

Such points as Traphagen has in his department in various stages of completion have been roughed out to the 60° angle and consequently will have to be finished up at that angle, and can be used for Cylinder as well as Disc reproducers until such time as the 50° stones commence to come through, after which all stones roughed out for 60° should be completed and held in stock for Disc reproducers only, and those which are then brought through at the 50° angle should be used for the Cylinder reproducers.

Beginning immediately, Mr. Mehr should rough out 75% of the stones at 50° angle and 25% at 60°, and Traphagen should finish them up in the same proportion. This will necessitate Traphagen's changing over a sufficient number of his grinding machines to bring through 75% of the stones at the 50° angle.

As we have a large quantity of the rejected stones on hand which cannot be used for the 60° angle but can be used for the 50°, Mehr should immediately start work on them and hereafter from all new lots of stones received he should utilize the larger ones for the 60° angle points and those of the smaller size for the 50° angle points.

In making out his weekly reports, Wetzel should hereafter designate the quantity of 50° stones finished or in process and also

(2)

the quantity of 60°, as it will perhaps become necessary a little later on to change the proportions above indicated.

Traphegen will have to arrange in some way to keep the stones of the two different angles separated, so that the 50° angle stones will not get in the 60° angle holders.

If this matter is not thoroughly understood, please see me.

CHW/IWW

C. H. W.

Dec 1912
NVC

Wey

Dec. 19, 1912.

Mr. Dolbeer:

Referring to Mr. Edison's desire to reduce our traveling sales force and arrange with jobbers to place an additional salesman on a cooperative basis, the plan will be as follows, and will have to be worked out and in each case arranged for by you personally.

1. To begin with, cooperative plan is to be with exclusive Edison jobbers and only such ones of them as do not handle other lines of goods. If we find the plan works well, it can be taken up with those handling other lines later on under a different arrangement.
2. Wherever possible and agreeable, our salesmen are to be turned over to the jobbers and become the cooperative men. Where jobbers want to select their own man, such man must be satisfactory to us and must also come to factory to be schooled by us. Expense to factory and return, also expenses while here, to be equally divided between jobber and us.
3. Cooperative salesmen to render to us copies of all orders, reports, letters and expense accounts sent to jobber.
4. No regular salesmen of the jobber to be discontinued because of the addition of cooperative salesman.
5. In addition to cooperative salesman, jobber must employ a sufficient number of other salesmen, at his own expense, to properly work and attend to the practically exclusive territory which we allow him.
6. Cooperative salesman is to work on Phonograph business only. Should the jobber want him to work on other lines or not devote his entire time to Phonograph business, a special ar-

(2)

rangement will have to be made whereby the share of expense we are to stand will be less than one-half.

7. Worked on the lines above indicated, we will stand one-half cooperative salesman's salary and expenses and jobber will stand one-half; advance expense money to be supplied by jobber; jobber to render us weekly a statement of total expenses and salary of cooperative salesman and with same send us a bill for one-half the amount shown thereon. Our one-half will then be paid by rendering credit to the jobber or sending him a check, whichever way can be most satisfactorily arranged by you.

8. In addition to such cooperative salesmen as we have in the field, you should pick from four to eight, as requirements may seem to demand, good field men and assign to each one a certain territory over which he is to have supervision, the duties of such field men to be to call on jobbers and dealers to see that they are carrying sufficient stock to give us suitable representation; that the jobbers' salesmen are properly working their territory; instruct jobbers and dealers how their stock, exhibition rooms, window displays, etc., should be arranged; instruct jobbers' salesmen how to handle their trade; to act as our direct representatives with both jobber and dealer; and to see that our interests are being properly taken care of.

NOTE:- It is barely possible that later on a corps of four to eight well qualified repair men will also be sent out by us on a cooperative basis, working somewhat along the same lines as cooperative salesmen, but we to stand their salary and the jobber or dealer with whom they are working from time to time to stand their expenses, and this is a matter you should discuss with the different jobbers when taking up with them the cooperative

(2)

salesmen proposition. I do not see how, with the repair men, we could stand one-half of the salary and expenses and the jobber the other half, for the reason that they would probably be constantly on the move from one jobber or dealer to the next, and it would therefore be impracticable, if not impossible, to work a division of the expenses in the same manner we would with the cooperative salesmen, who will remain permanently with one jobber.

The matter of arranging for the cooperative salesmen should be proceeded with as rapidly as you can arrange to see the different jobbers and take it up with them personally.

CHW/IWW

C. H. W.

✓
(Copies to Messrs. Edison, Maxwell, Goodwin)

AE
1/2/20

MEMO

Very
N.Y. City, December 15th, 1910.

Mr. C. M. H. [unclear]
General Manager
Callers at 2510 Fifth Avenue.

December 15th, 1910.

A. Rebel, No. 2510 5th Avenue, Brooklyn, N.Y.
Very much pleased with machine; same reproduction
etc. Came to see styles. Is to see Silverman.

A. C. Bala, 25 Beach St., New York City, N.Y.
Very much pleased with machine; same reproduction
etc. Came to see styles. Is to see Silverman.

P. S. Aghay, 25 South St., New York City.
Pleased with machine; quite fitted with the "Scour
artists" identification produced along this line.

Henry E. Conlin, 25 Beach St., New York City.
Pleased with machine; quite fitted with the "Scour
artists" identification produced along this line.

December 15th, 1910.

E. A. Kount, 25 Beach St., New York City.
Pleased with machine; quite fitted with the "Scour
artists" identification produced along this line.

C. W. D. Coffin, 25 Beach St., New York City.
(Initial) Pleased with machine; quite fitted with the "Scour
artists" identification produced along this line.

P. N. Meincke, 6945 Ridge Boulevard,
Bay Ridge, N.Y.

Has owned Edison cylinder and Victor; left both in
Germany; wanted to buy either Edison "Amberol" or Victor;
says now it is an Edison disc; states; "You have the Victor
beaten hollow".

Yours very truly,

Percy D. Morgan

Mr. Edison
Dublin

*File
1657-2000*

WJG

RECEIVED
DEC 2

K E M O.

N.Y. City. December 20th, 1912.

Mr. C. H. Wilson.
General Manager.

Callers at No. 10 Fifth Avenue today.

Mr. J. J. Comer. Automatic Annunciator Company.
No. 311 The Rookery. Chicago, Ill.

They furnish reproductions-music, news, markets etc-over a phone system; has been using Victor records; finds our machine far and greatly ahead of Victor in tone purity; regards the disc machine as "wonderful"; says his company in the future will use enormous quantities of records; he, or a Mr. Russell, 46 Wall Street, who has the business end of the company expects to call at Orange in the near future to take up the matter with the Company.

Mr. Henri G. Chatain. General Electric Co.
Eric, Penn.

Has had Victor and Pathe machines; considers ours "vastly superior" to anything he has seen; his repeated phrase was "marvellous"; says in near future he will see us again.

Yours very truly,

Percy D. Morgan

*Mr. Wilson
Mr. Gable*

^D
1912

Pl...-manuf.

Dec. 21, 1912

Mr. Wetzels
Mr. Waterman
Mr. Lunson
Mr. Petrowitz
Mr. O. Weber
Mr. Kopp
Mr. Litchell
Mr. F. Driscoll
Mr. Ellis
Mr. Morris
Mr. T. Devine
Mr. Riley
Mr. Davies

Please note that the Disc cabinet, Louis VI design, owing to the front post projecting over the body of the cabinet, leaves the space for the motor the same size as the A-200 type and the first sample machines which have been sent to the Boston Exhibition were fitted with a single barrel motor. This machine, being sold at a higher price than the A-200, must have the best motor and therefore these machines must have the same motor as the A-250 and all other machines which are sold at a higher price.

Arrange to equip all of these cabinets with the A-250 motor, being made with two spring barrels, and having oiling device.

The cabinet will not take the other parts which go with the A-250 cabinet and it is therefore necessary to use the A-200 supporting bracket and the A-200 swinging horn, and an entirely new special friction rail.

We have just fitted up a complete machine which is to be shipped to Frank B. Waite, Worcester, Mass., in place of the \$250 machine which Mr. Waite purchased at the Boston Exhibition and to which he objects now, for the reason that the cabinet is not fitted up with the highest priced motor.

FW/EB

F. Weber

Copies to Messrs. Hird, Redfern, Dolbeer

TRE 212
NOC

Mr. Wetzel:

Dec. 27, 1912.

Hereafter all Disco Diamond Reproducers are to have the ivory button attached to diaphragm by three pins similar to the way they were fastened on some samples recently submitted to Mr. Edison and which he has now approved.

All reproducers in stock should be changed over so that the ivory button is fastened on with three pins.

See that such people as are interested, other than those to whom I have sent copies, receive proper instructions concerning this matter.

CHW/IWW

O. H. W.

(Copies to Messrs. Hird, Waterman, Leeming, Edison)

50

Waffron -

Phon. - Manuf.

Dec. 27, 1912

I think we should make good to Herman who bought the \$450 machine by making him another with Big \$250 clockwork in

Why not stop making any more \$450 with small clockwork & change the cabinet so the big clockwork goes in, the sooner its done the better - its a grand idea way it. Don't forget send up

the 200 + 150 to Lab so we can put oiling system on -

Don't forget to
and by coming to
now finished for
thing a with us
change to give
now advise to
be bringing for
machine required
19/27

7A E-
105th Ave



M E M O.

N. Y. City. December 27th, 1912.

Mr. C. A. Wilson.
General Manager.

Callers at No. 10 Fifth Avenue today;--

Mr. H. Traeger. Stapleton, S.I.
(By appointment with Mr. Silverman)
Qualified as dealer.

Mr. George W. Sylvester.
No. 554 74th Street.
Brooklyn, N.Y.

Owens an Edison cylinder machine; was connected with phonograph business for eighteen years; delighted with machine (disc); says-"You have the Victor beat a thousand miles"; "Never knew a phonograph could play such music"; will give order later to Eckels, Brooklyn, N.Y.

Yours very truly,

Ray J. Morgan

*Mr. C. A. Wilson
D. H. B. B.
W. G.*

Murphy OK good idea
McEdison: 7/12/12

Plans Adv

We have obtained a list of the Women's Clubs of this country with the names of the presidents.

If we can get out a letter which will be read by each club president at a meeting of her club we shall have brought the Edison's Phonographs to the attention of perhaps a majority of the fashionable women of America - and in a way that will leave a deep impression.

Attach draft of proposed letter to be sent out over Mr Arthur's signature on special note paper. Believe this is going to prove a great circulating scheme. However we plan to try it out carefully.

Where a demonstration is desired and we have no dealer, it will probably be a big aid in establishing one.

Dec 12

MM

This is of course in addition to the club demonstrations that will be arranged personally by our own representatives. Mr Arthur has already started on the letter.

THE
10th 5th

M E M O.

New York City. December 30th, 1912.

Mr. C. H. Wilson.
General Manager.
Callers at No. 10 Fifth Avenue.
December 28th, 1912.

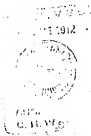
Mrs. L. E. Hammond. 127 Manhattan St. N.Y. City.
Also Mr. Eliot. Same address. (Invitation).
Very much pleased with everything done by the machine.
Mrs. J. E. Ceballon. 777 Madison Ave. N.Y. City.
(Invitation). Very much pleased with tone reproduction and general work of the machine.
Mrs. Florence Short. 156 West 106th Street, N.Y. City.
and Mrs. G. S. Kramer. Same address (Invitation).
Delighted with everything the instrument does; "never heard such music on a phonograph"; "the finest discs we ever heard." "The music is beautiful".

December 30th, 1912.

Mr. James Gaunt. Metropolitan Club. N.Y. City.
(Invitation).
Pleased with the work of the machine; regrets we do not have the operatic artists furnished by Victor;
Mr. W. Netter. 258 West 55th Street. N.Y. City.
Was pleased with everything he heard evidently but was absolutely non-committal.
Alfred H. Aarons. 6 Maiden Lane, N.Y. City.
(Brought in by A. J. Kurtz. Newark, N.J.)
Was very much pleased with machine, tone, mechanism etc.; stated "As good as the Victor in all respects"; "Better than the Victor in a good many respects". Edison discs "far superior to Victor".

Yours very truly,

Percy D. Morgan



*Mr. Edison
Dulles*

776
NAC

Wm. H. H. H.

Messrs. Wetzel, Waterman, Hird, Leeming:

Dec. 20, 1912.

Beginning at the earliest possible moment and until further advised, Phonographs of different types and models should be brought through from start to finish according to the following schedule:

Gem: 200 As rapidly as possible, to fill present shipping orders, and then 25 per week.

Fireside: 150 per day, or 900 per week.

Standard: 100 per day, or 600 per week /

Home: 20 per day, or 120 per week.

Triumph: 5 per week.

Opera: 40 per week (15 Oak; 25 Mahogany).

Amberola I: 13 per week (8 Mahogany; 3 Golden Oak; 1 Weathered Oak; 1 Fumed Oak).

Amberola III: 40 per week (25 Mahogany; 8 Golden Oak; 3 Weathered Oak; 4 Fumed Oak).

Amberola V: 100 per day (70 Mahogany; 30 Oak).

Amberola VI: 200 per day (140 Mahogany; 60 Oak).

Standard Phonographs Equipped for Language Study Outfits: 50 per week.

School Outfits: 25 Per week.

Dictating Machines: 125 per week (20 D.C.; 100 A.D.C.; 5 S.M.).

Shaving Machines: 30 per week.

Disc A-60: 100 per day (50 Mahogany; 50 Golden Oak).

Disc A-80: 100 per day (65 Mahogany; 35 Golden Oak).

Disc A-150: 100 per day (80 Mahogany; 20 Oak in different finishes required).

Disc A-200: 100 per day (75 Mahogany; 25 Oak in different finishes required).

Disc A-250: 50 per day (40 Mahogany; 10 Oak in different finishes required).

Of the A-60 and A-80 types there are a few required in

(2)

finishes other than mahogany or golden oak, but as these two finishes represent the bulk of shipping orders on hand, they should be gotten out at the rate specified until present shipping orders are filled, after which the special finishes can be brought through.

Finished parts for all machines should be looked into immediately, and where it is found there is a quantity on hand sufficient to complete more machines than schedule calls for, work should be discontinued on such parts until the point is reached where it is necessary to resume, and then they should be brought through only in sufficient quantities to keep up to the required schedule. These same remarks will apply to cabinets.

While it will, of course, be impossible to complete machines according to this schedule at once, the quantities called for should be worked up to as rapidly as possible, and with that end in view a night force of all such departments as cannot bring through the required quantity during the day should be organized immediately.

Co-operation will be the key to success in the carrying out of this schedule and the work connected therewith. Everybody interested should therefore put their shoulders to the wheel and do everything in their power both in the way of co-operation with and assistance to other department foremen, supervisors, inspectors, and production clerks for the purpose of seeing what can be done in the least possible space of time.

CHW/IWW

C. H. Wilson.

(Copies to Mr. Mason and Mr. Dolbeer)

Ed
hard.
Horse.

12/30

Walter Miller

2035-

W. quon Comma tu le pays
by Spencer taken over
is no louder than
the first one -

Edison

Planned
H. 30 P. M.

12/30/12
Oscar.

Tell him I am ~~to~~ busy
just now in perfecting the
new technique & have some
to submit to the Academy
part which we will let
him know —

Mr. William D. Sanderson.
Master, care of Mr. Thomas A. Nelson,
Union, N.Y.

[illegible]

Wishing you the complete of this season, I am,
Yours, deeply sincere,

44D/58.

Plans
Coordinate

(Dec. 1912)

Hymanth —

Telephone

Condensate block immediately
go to piece in Potash.
Better come over & see me &
decide what we must do

Σ

1 story
faint

(Dec. 1912)

Walter Miller

All ^{newest} ch_x records

all have parts too weak

to be used commercially

Edison

Mr. Hutchinson ^{Phonographs are}
This is what you the
to say ^{about the} ~~phonograph~~ ⁽¹⁹¹²⁾

Edison has been working for
several years to produce a disc
machine free from ~~dist~~ & mechanical
tone, distortion of the original sounds
& free from those irritating & harsh
sounds now in all disc machines

To show you what progress has
been made & how far he has
attained the natural quality of
voice & instrumental we will

play over a few experimental
records by no means as perfect as
they will be when ~~ready~~ ^{ready}
this new machine is introduced
to the public. —

1st hand

9780 Spring
Phone 10.20 AM.

~~Marshall~~

Telephone

Mr. Jeffers

Presst
Celluloid Co

Our stock is coming very
bad and we are only
getting 60 per cent ^{stands} ~~down~~
that will pass inspection
better send your expert here
at once to see me
personally - important
Edison

Waller,

We have Pierson taking
machine rigged up big
fly wheel & governor running
high speed. It sends in in
Cylinders only slight,

The phenomenon is connected
in some way with the funnel
The vibrating periods on days
are about 5 to 7 per second
Over Cigaret Horn gives
5 per second as suspended
if suspended with short string
it vibrates quicker & long
string slower - The vibration
is quadrupled by doubling

The length of the string -
When we have rubber
connection the tube swells &
contracts at each vibration
of the funnel like a
bellows throwing a long
sound wave into the air

You can also throw powerful
long waves of sound by
vibrating a funnel 5 or 6
times a second into a
sliding holder. The alternate
shortening & lengthening of
the column of air produces
a wave,

4

Walter Miller

Your disc platten gives
a bad note which continues
right along when singing
to it & beats ^{why not} ~~shout~~
load ~~with~~ with lead, to stop it

2 down

(1712)

Walter Miller -

Please drop me a
line meeting program
in Re Big Second
400 —————
Column

Mail
(1912?)

Walter Miller

Have something
new Come & see

me
Edson

Walter Miller

They tell me latest
Wax Makers are harder
as they don't take the
graphite well - perhaps
the straw oil cooks
off as it distills around
400 & that of course
makes the wax less
sticky -

9

We lately are having
great trouble -

Σ

Walter Miller

2 out of 5 Tracked
Blenks broke at the
Edge



Both same shape -

- I wonder if this is
due to a clamping in
N.York or in graphing
at Orange?

Edson

Walter Miller -

I want to call your attention to a serious situation in your recording. You know I have kicked for years on the use of the brass band type of music in interpretations or otherwise. The Cornet and instruments of that type except perhaps in a Military March is entirely out of place in the Phonograph. I want this dropped & dropped good & have ~~the~~ ~~that~~ Cronkite is probably to blame for this as he is a band man -

I want even soft instruments where one is not 6 times louder than another. Clarinettes, Trumpet, tuba, Cello, harp, Saxaphon

Want more winners - you should listen to the Columbia records many of which have accompaniments far superior to ours -

I also want to call your attention that apparently the new records you talk me about is no improvement that it distorts the voice in some way that produces a bad result instead of records improving they are gradually going bad

Edison

**Edison General File Series
1912. Phonograph – General (E-12-64)
Thomas A. Edison, Inc. Committee Minutes**

Mr Edison

TAE:ju

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INCORPORATED, HELD JAN. 31, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Dolbeer,
McCheaney, Stevens.

COLUMBIA PHONOGRAPH CO.

Mr. Dyer presented a letter from the Columbia Phonograph Co. in which they wished to secure our permission for Edison jobbers to handle their disc goods where they are dissatisfied with the Victor Co. for any reason, but it was agreed that nothing should be done in the matter.

GENERAL

General business conditions were discussed in view of Mr. Dyer's return after a months absence, but no action was taken requiring a record thereof.

There being no further business the meeting
adjourned.

Secretary.

- A E Gmc

Mr. Edison

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INC INCORPORATED, HELD FEB. 7, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Dolbeer,
McChesney, Stevens.

CABINETS FOR DISC MACHINES

The matter of placing orders for a number of the \$200 and \$150 type of cabinets was discussed, and although the finished designs were considered handsome, they do not represent any pure type of furniture. Several designs of cabinets were submitted, some of which the entire Committee considered better than anything heretofore designed. Before deciding to place a further order for cabinets we will wait until modifications of the designs we had intended ordering are submitted for examination, with the intention of using the lumber already ordered for the new types, if accepted.

OPERA MACHINE

We have sold 1234 Opera machines in the two months this machine has been on the market, the re-orders indicating that this is going to be a popular machine. We have been placing manufacturing orders for 500 lots heretofore, but it was decided to now place a manufacturing order for 1000, all with mahogany cabinets, using the oak cabinets already arranged for where demanded.

There being no further business the meeting adjourned.

Secretary.

TAE
June

MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INCORPORATED, HELD APRIL 11, 1912.

Present: Messrs. Dyor, Wilson, Berggren, Weber, Dolbear,
McCheaney and Stevens.

BLUE AMBEROL RECORD

A memorandum was submitted from Mr. Goodwin as Chairman of the Record Committee advocating that the first list of Blue Amberol records shall consist of, say 125 selections, all entirely new, so as not to duplicate any of the present wax records in the hands of the trade, giving as a reason that this duplication would curtail the possibility of the trade getting rid of their present stock of such records as may be listed. 149 selections have been accepted as usable in the Blue Amberol list.

The consensus of opinion of the Committee was that it would be advisable to start with selections from the old list, principally because the Recording Department would be unable to get out 125 new selections in time for the requirements, and also because should we list 125 new selections the trade would have to stock up on them and also continue to handle all of their old selections in the regular Amberol. By taking selections from the old list, jobbers will, of course, have to order them, but they will probably not order any additional ones of the same selections in the regular Amberol. In the case of the Amberol records we started out with a list of 50 selections, and

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and it was thought that it would be ^{better to} start the new Blue Amberol with a list of, say 100 selections taken from the old list, as soon as possible, and then drop the manufacture of the present Amberol records unless called for, and get out in their place the full monthly supplement of 24 selections in the Blue Amberol in future; also increase the list of Blue Amberol by putting out from time to time an additional list of, say 50 selections taken from our old list, the same as was done with the first Amberols. The Recording Department is now working on records for the August list of Amberols, so that the first Blue Amberol supplement cannot be gotten out until September or October, even if it is decided that we will be ready to change over by that time.

So far as the old Amberol record stocks are concerned, Mr. Wilson said that the fine thing to do would be for us to clean up their stocks of wax Amberol records and substitute the Blue Amberol in their place, so that their whole stocks would be new. Mr. McChesney said that we will not get the business back without doing something heroic and expensive. It was suggested that when we decide on the list of 100 selections we expect to make up, we might advise the trade so that they will reduce their stocks, and then when we are ready to come out with the new records, ascertain how many they have in stock, and if their stocks are low make an exchange of these 100, then from time to time make additional exchanges. Mr.

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Mr. Dolboer thought it might not be well to advise them too far ahead, but it was pointed out that the sample records are sent out sixty days in advance each month, so that they are bound to know that far ahead. Everything considered, it was the concensus of opinion that it would be better to notify them in advance so that their stocks may be reduced. Mr. Dyer suggested that we might handle the Amberol record situation the same as he proposed for the 2-minute records--that is, permit them to sell these at any price and allow them credit the same as if returned. This was opposed on the ground that we will still have a 4-minute record, although in the Blue Amberol type. Mr. Dyer then asked what would happen if the law should be changed, as may be done, and all restrictions removed. Mr. Wilson thought that in that case our best jobbers and dealers would go out of the business, because the prices would be so out as to make it unprofitable for them.

It was decided that this question of the Blue Amberol records should not be passed upon now as a separate proposition but that the situation as a whole must be taken up and considered and a definite plan covering every phase of it worked out and agreed upon.

NEW PHONOGRAPH MECHANISM

Mr. Weber submitted a new design cylinder phonograph mechanism having a stationary mandrel, chain of gears, entirely new swivel arrangement for horn, and which winds without noise. This machine was approved by the Committee

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in preference to the one submitted last week, as it operates very satisfactorily and is cheaper to construct. Mr. Weber is to complete the model, place it in a cabinet and again submit to the Committee.

DISC SITUATION

Mr. Delbeer brought up this matter and Mr. Wilson stated that everything possible is being done by everyone connected with it and it is being followed up closely all the time. In this connection, Mr. Wilson said that if our jobbers go back on us, we ought to be in a position to open up our own stores, and that after our disc goods are once on the market and known there will be no difficulty in getting all the jobbers we want.

Mr. Dyer said that at the present time we ought to go just as lightly with our advertising as possible, for the reason that it is not as effective now as it will be when the disc is ready for the market, which Mr. McChesney agreed with.

There being no further business the meeting adjourned.

Secretary.

Mr. Edison

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MINUTES OF MEETING OF EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INCORPORATED, HELD APRIL 17, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Dolboer,
McChesney and Stevens.

ROOSEVELT, WILSON, CHAMP CLARK RECORDS

Mr. Dolboer in a memorandum recommended that we secure three or four records of Mr. Roosevelt, two of Governor Wilson and two of Champ Clark, not because of any anticipated heavy sale but because their appearance would be timely if gotten out before the Conventions. We already have some of Mr. Taft. At the time Mr. Roosevelt was approached before, he was President, but Mr. Durand thinks he could interest him at this time, and is also in a position to approach Governor Wilson, through the use of Dictation machines in his office, and Mr. Clark through Mr. McGreal, who is a Clark delegate. This plan was unanimously approved, the records to be gotten out as soon as possible as a special list. ---- Mr. Wilson and Mr. Durand saw Mr. Edison later regarding this and he said not to take them, because the results would be the same as with the Taft and Bryan records--that is, we might get fairly large orders for them from the trade but later on would have to take them back because the public would not buy them. He did think, however, that it would be a good idea to get some of the Roosevelt records, if possible, as they would no doubt be

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constant sellers because of his popularity and prominence regardless of politics.

BUREAU FOR TRANSFER OF OVERSTOCKS OF RECORDS

Mr. Wilson read a letter from Rudolph Wurlitzer recommending that we establish a bureau similar to that of the Victor Co. for the transfer of overstocks of particular selections from one jobber to another. Mr. Dolbeer said that he had investigated this matter some time ago and had found that while in some cases it worked out very well, in other cases it was not satisfactory, as one jobber would try to work off records that had been used and were not fit to put in stock. He said he had tried to arrange a system by which jobbers in one city could exchange their overstocks, but without success. He also said that the Ball-Fintze Co., our jobbers in Newark, Ohio, had tried to sell their overstocks to other jobbers at less than factory prices, but could not do so. Inasmuch as our records are more fragile than the disc it would be more difficult for us to handle a proposition of this kind and there would always be disputes. It was decided that we will not establish such a bureau at this time but later on will endeavor to evolve a scheme for handling this matter. Mr. Dolbeer is to write Wurlitzer accordingly.

2-MINUTE RECORDS

Mr. Dolbeer brought up the subject of 2-minute records and the idea of getting rid of them in connection

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with a cheap machine. Mr. Wilson said Mr. Edison had told him they might be sold at 25¢ each but would not consider a reduction of the 4-minute records for the present. It was the consensus of opinion that the public would not buy them at 25¢ each in sufficient quantities to relieve the situation. Mr. Dyer did not think it was necessary to do anything about this until the Blue Amberol record is ready to put out, and Mr. McChesney thought that at that time it could be used in some way as a lever to induce them to put in a stock of the new records. Mr. McChesney also made the suggestion that in trying to sell their stocks of 2-minute records they would be taking their attention and effort from the sale of more profitable stocks, which would react on us. Mr. Dolbeer said that we want to keep in mind the fact that later on we will have the wax Amberol records to get rid of so that it might be well to get the 2-minute records out of the way first. The wax Amberol records cannot be used on machines sold for the Blue Amberol record because of the heavy weight used in the reproducer. This subject was only discussed generally as above and is to be taken up for definite action as a whole later.

FACTORY REQUIREMENTS

Mr. Weber stated that the Department of Labor are getting very strict in their requirements and a State law has recently been passed requiring a 5" pipe for emery wheels where a 3" pipe was formerly used. This means that our whole system of piping and exhaust blowers for taking the

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dust from the polishing wheels will have to be replaced, at a cost running from, say \$5,000 to \$5,500. Mr. Weber said, however, that he is planning to arrange this system of piping in another way so as to reduce the expense considerably and at the same time have it adapted for any additions that may be needed in the future. This will be submitted as soon as it can be worked out.

Fire drills are now also compulsory, and this Mr. Weber will take care of.

SAMPLE CABINETS OF DISTINCTIVE TYPES

The sketched furnished some time ago by the Sales and Advertising Committee, showing expensive cabinets in the style of Louis XV, Louis XVI, Jacobean and Chippendale, were discussed. These are the cabinets recommended by the Sales and Advertising Committee to be made up for display purposes in stores, particularly. Mr. Dyer said that these cabinets should be gotten out by Mr. Rubine, and Mr. Weber said that just as soon as he got straightened out a little with his other work he could go ahead and make up these samples. Mr. McChesney suggested having them made outside. Mr. Weber will look into it and see what can be done here. The Victor Co. have some very high class cabinets, the machines running as high in price as \$700.

HOME RECORDING OUTFIT

Mr. Wilson submitted a report from Hird showing that 25 machines are completed and ready for stock and that

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the tools for this machine will be completed within two weeks. The Instruction Book was delivered to the Advertising Department April 12th. Everything is coming along nicely and no delay is anticipated, although the cartons for the recording blanks have been held up until Mr. Edison has posed for a new picture, the previous electrotrope of him being discontinued because it was copyrighted by the photographer.

HOME KINETOSCOPE

Mr. Wilson submitted report from Wetzel, showing that there are 554 complete machines and 232 mechanisms less lighting equipment and minor parts on hand. Machines are being assembled at the rate of 60 machines per day, which will be increased, and by the 22nd inst. practically all of the parts for the first shop order will be in the finished stock room, the Arc lamp being given preference to the Wernat and Acetylene.

DISC PHONOGRAPH

Mr. Wilson submitted report from Wetzel indicating that good progress is being made with these machines. 12 A-1 have been thoroughly tested out and are ready for cabinets and 88 are practically finished. Everything is being done to push this work forward.

As to Disc Reproducers A-1 2 and 3, the parts for these are coming through in good quantities and by the end of the week we will have 200 complete speakers on hand.

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Mr. Traphagen is going a little slowly with the diamond arms and points until he is sure the operation works out correctly. He is finishing 70 now and 130 more will be finished on the 25th. After that the production will be regular.

100 Disc No. 3 cabinets will be finished by May 11th; 95 Disc No. 2 will be finished by May 4th, and Mr. Rubino has started on 100 Amberola No. 3 type. This is in addition to the cabinets for the first 100 Amberola No. 3, on which Wetzel reports that both the machines and cabinets are practically completed, the only thing holding them up being the horns. 25 of these horns have been received and they will come along at the rate of 25 per day. Schall can finish them up in about one week.

There being no further business the meeting adjourned.

Secretary.

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MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INCORPORATED, HELD AUGUST 28, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Dolbeer,
McCheesney, Stevens.

NEW TYPE PHONOGRAPHS

The matter of putting out several new types of
Cylinder and Disc machines was discussed, with the following
result:

It was decided that we will put out an Amberola V
Concealed Horn Cylinder Machine, to be listed at \$80 and
an Amberola VI to be listed at \$60; also a ^{wooden} table cabinet
Disc Machine with the same mechanism as in the A60 metal-cabi-
net machine, to be listed at \$80 and known as Model A80, and
a wooden cabinet curved leg Disc Machine containing the same
mechanism as the A60 metal-cabinet machine to be listed at
\$100 and known as Model A100. Because of the probable effect
this latter machine will have on the sale of the A150 Disc
and the fact that we have 3,000 of the A150 on manufacturing
order and about 1,000 on shipping order, the A100 machine will
not be announced to the trade until orders for the A150 have
been filled and we have been able to accumulate a sufficient
stock of the A100 to take care of first orders.

On the A80 Disc machine it was decided to put through
a manufacturing order for 5,000 cabinets and to use A60 mecha-
nisms, for which manufacturing order has already been issued.

On the A100 Disc it was decided to issue manufactur-
ing order for 3,000 cabinets, the mechanisms to be taken

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from those already on manufacturing order for the A60.

SCHOOL OUTFIT

The phonograph used with the School outfit is an Opera, the name of which machine has recently been changed to "Concert". The matter of leaving off the name-plate when the machine is used with this outfit was discussed, and it was decided that a name-plate bearing the new name "Concert" should be substituted for the old one.

The meeting was then adjourned.

Secretary.

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MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INCORPORATED, HELD SEPT. 9, 1912.

Present: Messrs. Dyer, Wilson, Weber, Dolbeer, McChesney
and Stevens.
Messrs. Maxwell, Goodwin and Ireton also attended
the meeting.

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BLUE AMBEROL RECORDS, NEW CYLINDER PHONOGRAPHS, REPRODUCERS ETC.

It was decided that it was of the utmost importance
to supply Blue Amberol Records to take the place of the Novem-
ber list of wax Amberol records which ~~had been announced as~~
~~being withdrawn~~ ^{it was decided to bring them} after the October list. It was found to be
impossible to put out the complete first list of 110 Blue
Amberol records in time to make shipments during October
and it was therefore decided to issue a first list of 50
regular records and 5 Concert records, to be followed one
month later with a similar list.

By putting out a first list of 55 Blue Amberol records
Mr. Philpot figures that he can turn out 4,000 of each of the
55 different selections by October 15th, this being the date on
which the last shipment of advance orders of this list would
have to be made.

It was also decided as follows:

- (1) That beginning October 1st all Cylinder machines
except Gem, Fireside and Standard -- and these if ordered at
extra price -- be equipped with the Diamond Reproducer. Where
Gem, Fireside and Standard are not specified on orders to be

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equipped with the Diamond reproducer they are to be equipped with the Sapphire reproducer; that jobbers be requested to send in their advance orders for records from the list of 55, which ^{list} will be furnished them immediately, and also for machines with diamond point reproducers, to be shipped about October 1st.

(2) That we send to each jobber between September 15th and 20th three Blue Amberol records and one Diamond Reproducer by express, so that they can hear results obtained, and at that time request them to send in additional orders for records and machines. *Advise the trade of this.*

(3) That on October 1st all machines are to be 4-minute type only and no Recorders are to be included with the outfit. *Advise the trade of this.*

(4) That we advise the trade that extra Diamond Reproducers and Combination Attachments including Diamond Reproducers will be ready for shipment during October, and request orders for them.

(5) That the new record exchange allowances apply on both purchases of machines and records, as decided at meeting held some time ago, ~~to~~ be put in effect October 1st, and ~~to~~ take effect on all record and machine shipments after that date. *Advise the trade of this.*

(6) That we discontinue exchange allowances on old reproducers after October 1st. *Advise the trade of this.*

(7) That beginning November 1st we permit jobbers and dealers to sell 2-minute and 4-minute Montan Wax records at 21¢ and 31¢ list respectively, as approved by Mr. Edison. *Don't advise trade until they announce otherwise, and actually are such.*

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(8) That in printed or advertising matter to the trade concerning above subjects they be advised that following the marketing of the Blue Amberol records and our present types of Cylinder machines with Diamond Reproducers will come two new Concealed Horn Cylinder machines equipped with diamond reproducers and the Disc machines and records.

(9) That beginning October 1st, when the Gem, Fireside and Standard are changed over to 4-minute machines only, we adopt the Model H reproducer as the standard type to be used where Diamond reproducer equipment is not ordered.

There being no further business the meeting adjourned.

Secretary.

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MINUTES OF MEETING OF EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INCORPORATED, HELD SEPT. 18, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Delbeer,
McChesney and Stevens.
Mr. Maxwell was also present.

SPECIAL RECORDS AND 4-MINUTE ATTACHMENT

The matter of supplying 10 Special Blue Amberol Records and Attachments with Diamond B Reproducers at a special price was discussed. This has proved to be an effective way of getting the 4-minute attachments placed on 2-minute machines in the past. It was decided that until we are in a position to supply the demand for Diamond reproducers on machines and as extras we will not make any attempt to put out the Special Records and Attachment so equipped, but will do so just as soon as we can supply them.

SHOP ORDER FOR FIRESIDES

We have only about fourteen weeks supply of Fireside machines now on manufacturing order, and it was therefore decided to issue a new shop order for 5,000 immediately.

SLIP CONTAINING WORDS OF RECORD, ETC.

The matter was discussed of enclosing in each record shipped out a slip containing remarks concerning the selection, words of the record and reference to other similar

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records that are for sale. It was agreed that this is a good plan, and as Mr. Edison has approved it, it was decided to make arrangements at once to put it in operation.

The sample submitted was printed on one side, and Mr. Dyer suggested that it might make a better appearance and be more easily handled if it was in the form of a small folder. The majority were in favor of the folder and it was decided to have it put out in that form, provided it was found feasible and the cost not much more.

DISC RECORD ALBUMS

The matter of putting out Disc Record Albums with the A-150 Disc machine without extra charge was discussed. Mr. Dolbeer urged that we supply this model complete with record albums to fill in the space occupied by drawers in the other cabinets. The cost of the albums is 50¢ each and it will accommodate six of them. This is considered all the more necessary because the Victor machines are so equipped, some types having as many as 14 albums. It was decided that if the price will stand it we will include these albums at no extra cost with the Model A-150 machine.

The meeting then adjourned.

Secretary.

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MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INC., HELD OCTOBER 10, 1912.

Present: Messrs. Dyer, Wilson, Berggren, McChesney, Stevens.

Messrs. Maxwell, Goodwin and Ireton were also present.

BLUE AMBEROL RECORDS:

The matter was discussed of supplying the Blue Amberol records for London, Berlin and Paris offices, and it was decided to advise them that we will make up the February list in Blue Amberol records for them, and ^{that} Mr. Stevens should arrange correspondingly for Australia.

GRAND OPERA RECORDS:

The Record Committee has selected a list of 75 Grand Opera records from those which have heretofore been laid aside and not listed but for which master molds have been made. Mr. Goodwin stated that the suggested plan was to get out a catalogue in which all of these records are announced but only 15 of which will be shipped each month; price to be 75¢ list. Mr. McChesney said that in the light of previous experience he thought it would not pay to list these Grand Opera records. It was pointed out that inasmuch as these records have already been recorded (so that there will be no cost for talent) and master molds made, the cost of producing these will be very low; and with the hard record and diamond reproducer the

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reproduction will be very much better than with former Grand Opera records listed by us. It was also argued that there would be a certain advertising value in listing these Grand Opera records and the fact that we have such a list to offer would be of advantage in selling machines, even though no profit were made on the records themselves, and besides this the records can be used to advantage by the Foreign Department in Latin-American countries. It was decided to get out these 75 Grand Opera records in the Blue Amberol at the rate of 15 a month, beginning with the January list, either a monthly supplement or complete catalogue to be issued, as determined by the Advertising Committee.

FOREIGN RECORDS:

The matter of making in Blue Amberol records the German, Mexican and other foreign selections listed in our domestic catalogues for the United States trade was discussed, and it was decided to have the best of those made over. The Record Committee will make up a list of the best sellers and submit it to the Executive Committee at the next meeting, and it will then be decided when we will begin listing them.

The meeting then adjourned.

Secretary.

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MINUTES OF MEETING OF THE EXECUTIVE COMMITTEE OF
THOMAS A. EDISON, INC., HELD OCTOBER 24, 1912.

Present: Messrs. Dyer, Wilson, Berggren, Weber, Dolbeer
McChesney and Stevens.

BLUE AMBEROL ADVERTISING

Mr. Dolbeer brought up the matter of advertising the Blue Amberol records and both he and Mr. McChesney urged that we should advertise them strongly for the next three months at least, as, although the jobbers and dealers are placing orders for all we can supply at the present time, this does not mean that the public have had the new product brought to their attention in any way, and, not knowing about them, will not buy. After some discussion it was decided to refer this matter to the Sales & Advertising Committee with the request that they submit their recommendations to the Executive Committee at their next meeting for their decision.

FIRESIDE MACHINE FOR BABSON

Babson Bros. have urged us to supply them with the Fireside Machine in a special cabinet like the sample submitted by them, which they desire to adopt and push this season. To furnish a specially designed cabinet to Babson Bros. exclusively would not be fair to our other jobbers and dealers, nor would our margin of profit permit of our doing this; furthermore, we would not care to undertake this special work when we are so busy on our machines already catalogued for this season's busi-

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ness. It was therefore decided to decline to supply the Fire-side machine except in the regular cabinet, and Mr. Wilson will write them accordingly.

GEM PHONOGRAPH

The Gem Phonograph will not play a whole record with the diamond reproducer on account of its weight, and in view of that fact it was decided to use a Model "H" reproducer (which is for 4-minute records only) as a part of the Gem equipment.

ADAPTOR RING

Where machines now out equipped for playing the Amberol records are changed over to the diamond reproducer and special arm for playing the Blue Amberol records this renders them unsuitable for the regular Amberol records unless the old arm is replaced on the machine to accommodate the old reproducer. In order to overcome this disadvantage, it was decided that we will get out an adaptor ring to be placed in the diamond reproducer arm, so that the old style small diaphragm reproducer can be placed in the same arm, these adaptor rings to be sold as an extra.

HOME RECORDING OUTFIT

Inasmuch as the diamond reproducer will out the wax records used in home recording, it will be necessary to supply a reproducer with the Home Recording Outfit when sold with the new machines. It was therefore decided to adopt the "H" reproducer for this purpose, prices to be as follows:

Jobber,	\$1.60
Dealer,	1.75
List,	2.00.

DISC RECORD ALBUM

The following prices for the Disc Record Album when sold as an extra were decided upon:

Jobber,	50¢
Dealer,	60¢
List,	75¢.

CYLINDER RECORD ALBUM

We have already ordered 1,000 of these Cylinder Record Albums on instructions of Mr. Edison at a cost of \$1.00 each. If after introducing this the demand is sufficient to warrant our purchasing them in lots of 5,000, the price will be 70¢ each, and in lots of 10,000, 65¢ each. It was therefore decided to make the following prices for this Album:

Jobber,	\$1.25
Dealer,	1.50
List,	2.00.

These prices will not give us any profit whatever on the first 1,000, but will give us a profit on future lots if ordered in the larger quantities. If the demand is not going to be sufficient to warrant our purchasing them in the larger quantities, it will hardly pay us to handle them at all.

2-MINUTE BLUE AMBEROL RECORDS

Mr. Stevens stated that at the present time we listed 614 Standard and 163 Amberol records in our Mexican catalogue. The sale of these records is not confined to Mexico, but they are used in all Spanish speaking countries. The total sales to January 1, 1912, of 2-minute Mexican records, were 1,102,414. Our sales for 1911 were 69,790, and for a little more than nine months of this present year, 44,405.

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When advised that we had discontinued the manufacture of Standard 2-minute records, Victor Weiskopf & Co., of Mexico City, our distributors for the Republic of Mexico, urged us very strongly to make over these 2-minute records in the Blue type, pointing out to us that on account of our not continuing to supply the present wax records and not issuing any further lists, they would find it very difficult to dispose of their present stock of 2-minute wax records. In addition to their present stock of 2-minute and 4-minute records which they have bought and paid for, they have a stock of 149,496 records which were left in Mexico City on consignment when we closed our Mexican office nearly two years ago. A large part of these records are out-out selections and 7,360 are Amberol records. Since leaving these consignment records with them, they have disposed of 22,294 Standard and 953 Amberol records, leaving the consignment stock of Standard records at 127,202, and the Amberol records at 6,207. The highest number of any one 2-minute record sold is 11,105, and the highest number of one title sold for the nine months of this year is 356. In urging us to supply the Blue type 2-minute records, Messrs. Victor Weiskopf & Co. stated that they would then be able to notify the trade that they were placing on the market a new product, and this would give them an opportunity of reducing the list price of the Standard consignment records, and also the stock of Standard and Amberol records which they have paid for. They also stated that the best talent in Mexico were well represented in the Standard records, and it is now impossible for us to obtain the services of this talent on account of their being tied up by the Columbia

people.

Mr. Stevens made a proposition that he place a definite order on the factory for 200 each of 200 titles of the best sellers selected from the 614 Mexican records now listed; these to be charged direct to the Foreign Department, and as this number is disposed of, further definite orders will be placed from time to time, or until such time as we increase our present list of Blue Amberol records. If the Standard records were eliminated entirely, it would leave only 163 Mexican Amberol records to offer for sale in Mexico, South America and other Spanish speaking countries. At the present time there are a large number of 2-minute machines in the countries mentioned which have never been converted to play Amberol records, although every endeavor has been made to have such machines equipped with the combination attachment.

By supplying these 200 2-minute records in the Blue type, we will render valuable assistance to our Argentine Office and the trade in Mexico and other Spanish speaking countries, as they will serve to keep alive the interest and also enable our distributors and dealers to dispose of their present stocks of Standard records without suffering a loss. Aside from the profits to be derived from the sale of these two-minute records, they will aid very materially in disposing of the large number of consignment records Messrs. Victor Weisskopf & Co. are now carrying, which otherwise would be very difficult to dispose of.

In view of Mr. Stevens' statement, and also on account of his placing a definite order for 200 each of 200 selections in

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in the Blue Amberol type, it was decided to supply these
Standard records in the 2-minute Blue type.

The meeting then adjourned.

Secretary.

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THOMAS A. EDISON, Incorporated

12/27

Mr. Edison

Minutes of the First Meeting of the
Amusement Phonograph Department Committee
Held December 27th
at 10:00 A. M.
In the Executive Committee Room
and attended by

Messrs. Hird, Nehr, McChesney, Stevens, Irston, Dolbeer and Maxwell.
Mr. Wilson present part of the time.

Decided that the preliminary work in respect of demonstrations to women's clubs throughout the country would be done from this office. Where we are properly represented by dealers the actual demonstrations are to be made by them.

With reference to the Oldfield Patent Bill, it was decided not to get out another letter to our dealers at present, but to write to the New Jersey senators and congressmen.

It was decided that a greater effort be made to obtain the names and addresses of those attending demonstrations. The idea of getting out an invitation in the form of an admission card was viewed with favor.

It was decided to announce the fourth Blue Amberol list immediately, shipments to commence about February 1st. The Mexican records now in process of manufacture will be included with this list.

DETAILS ON FOLLOWING PAGE.

Copies to all committee members
and Messrs. Edison and Wilson.

Mr. Maxwell referred to Mr. Edison's plan to make demonstrations to women's clubs and inquired whether, in view of present conditions, we ought not to do the preliminary work ourselves. Mr. Dolbeer thought we ought to work the demonstrations up from here, turning them over to dealers where we have competent ones but conducting the demonstrations ourselves where we do not have the right local representation. In this the Committee agreed.

Mr. Maxwell read letter from Congressman McCoy concerning the Oldfield Patent Bill. Mr. McCoy doubted if this bill would be reached at the present Session. Mr. Maxwell thought it was inadvisable to get out another letter to our dealers until we knew it was going to be needed. In this the Committee agreed. It was decided, however, that a letter should be sent to the New Jersey senators and congressmen.

Mr. Maxwell was of the opinion that a greater effort should be made to obtain the names and addresses of those attending exhibitions of the Disc Phonograph. Mr. McChesney doubted if we could make effective use of these names if we intended to circularize from here. Mr. Dolbeer thought the names would be of some value but did not want to burden the demonstrators with work of this character if it would interfere with their demonstrations. Mr. Maxwell thought the suggestion that the invitations be issued in the form of admittance cards bearing the name of the addressee was a good one. Mr. Dolbeer was inclined to agree with this view and will attend to this matter.

Mr. Ireton submitted a statement showing unfilled Blue Amberol orders and asked for a decision as to when the fourth list should be announced. Mr. Mehr said that we would complete the unfilled orders for the first three lists by January 15th and be in a position to commence shipping the fourth list by February 1st. Mr. Dolbeer thought we ought to announce the fourth list immediately and in this the Committee agreed. Shipment to coast points to commence about February 1st.

Mr. Stevens brought up the question of the Mexican records now in process of manufacture and it was decided to include them with the fourth list.

Wm. Maxwell

Chairman.

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Sept 10

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Minutes of the First Meeting of the
Dictating Machine Committee
Held December 24th
at 2:00 P. M.
In the Executive Committee Room,
and attended by

Messrs. Durand, Stevens, McChesney and Maxwell:

There occurred a general discussion of the work to be taken up by the Committee in the future.

Mr. McChesney stated that he expected through the Committee to develop a more definite advertising policy and a better means of arriving at a fixed annual expenditure for advertising.

Mr. Durand stated that a very important and immediate duty of the Committee was to aid him in the selection of a suitable name for the Dictating Machine equipped with telephone recording attachment. It was decided that the Committee would witness a demonstration of the machine and thereupon submit a number of names from which a selection could be made.

Mr. Maxwell inquired whether greater selling effort could not be profitably put forth on potential buyers of one or two machines - for example, lawyers. He pointed out particular advantages to lawyers in using a dictating machine. Mr. Durand stated that our dealers were not likely to find it profitable to canvass this trade and that our inability to give service in the smaller towns where no dealers are located would be a considerable handicap. However, he thought it might be well to give further consideration to another campaign on lawyers. He stated that considerable work has been done on them already with a fair amount of success. This subject will be taken up at the next meeting.

Wm. Maxwell

Chairman.

Copies to all committee members
and Messrs. Edison and Wilson.

THOMAS A. EDISON, Incorporated

MEETING OF MANUFACTURING COMMITTEE

Held January 18th, 1912.

Present: Messrs Wilson, Weber, Ellice, Redfern and Bird.

Hand Shaving Machine for Business Blanks

A working model of a Hand Shaving Machine for business blanks having a single cut steel knife having a screw feed adjustment was exhibited and design was approved. Referred to Cost Dept. to submit cost figures.

Electric Shaving Machine in Steel Cabinet with Four Post Pedestal

A working model of an Electric Shaving Machine assembled to a Steel Cabinet mounted on a 4 post pedestal was exhibited and design approved. The Engineering Dept. were authorized to make drawings of this machine as soon as possible.

Chip Brush for Dictating Phonographs

It was decided to assemble a small chip brush to the Reproducer Arm of the Dictating Phonograph and to discontinue supplying the regular Chip Brush as an unnecessary with this Outfit.

Home Shaving Machine

A working model of a Home Shaving Machine embodying the changes suggested at last meeting was exhibited and design approved. It was decided to issue shop order on Laboratory for 12 to be made up and tested thoroughly before a Production Order was issued.

Recording Outfit for Opera and Amberola Phonographs

The Engineering Dept. was instructed to submit designs of Recording Outfits for Opera and Amberola Phonographs.

A. L. Bird,

Secretary.

THOMAS A. EDISON, Incorporated

Meeting of Manufacturing Committee

Held April 11th, 1912

Present: Messrs. Dyer, Wilson, Leber, Allen,
Redfearn and Hird:

Holder for Business Blank Rack

A sample for a holder for use on the four
post pedestal to hold the rack containing
Business Blanks was exhibited, but was
not adopted.

Pressed Steel Cabinet for Dictating Machine

A sample of a pressed steel cabinet for
dictating machines was exhibited, but
not approved. Referred to Engineering
Department to make changes in design to
resemble our present cabinet.

Aluminum parts for Dictating Machine

A check order for 25 dictating machines
with aluminum top plate, cabinet, top
frame, rim and base was authorized, it
being understood that these machines
were to be brought through in the
regular way, and not special.

A. M. Hird

Secretary.

A.H.

THOMAS A. EDISON, Incorporated

Meeting of Manufacturing Committee
Held June 13th, 1912.

Present Messrs. Wilson, Weber, Bliss, Redburn & Hird.

Electric Shaving Machine in Steel Cabinet

A Sample of an Electric Shaving Machine in Steel Cabinet and stand was exhibited and approved. Referred to Mr. Durand to take up the question of exclusive use of the Cabinet and stand as designed.

Single Cut Shaving Machine.

A sample of single Cut Shaving Machine embodying the changes suggested at last meeting was exhibited and approved. A shop order for 100 was authorized.

A. H. H.

Secretary.

MINUTES OF A MEETING of the Phonograph Sales and Advertising Committee, held in the room of Mr. L. C. McChesney on February 9th, 1912, commencing at 2 P. M.

Present:

Maxwell (Chairman)
Dolbeer
McChesney

Minutes of previous meeting approved.

McChesney stated Calkins & Holden unable to attend this meeting, but would be present at the next meeting.

Maxwell brought up for discussion the distribution of printed matter. McChesney said the first step is to find out definitely which of our dealers deserve to receive printed matter. Dolbeer agreed. Methods of obtaining this information were discussed. Dolbeer said the reports we now have on file are not trustworthy because the situation has changed so rapidly within the past year. Believed it would not be worth while to consider these reports in compiling our information about dealers. McChesney commented on the difficulty of getting the information from the dealers direct, as a certain proportion of good, live dealers would fail to send in the information requested by us. Maxwell suggested that we might get the dealers to send in this information if we had something to give them which they could obtain by filling out and returning a card. McChesney mentioned the lithograph of Mr. Edison, of which we have a large number. Dolbeer thought it would be a splendid idea to try this plan. Decided that McChesney will try it in one state, probably New York state, to see how it works.

Maxwell inquired what the attitude of jobbers would be with reference to the transportation charges on printed matter when we commence to sell phonographs f. o. b. Orange. McChesney thought the Victor people prepaid the freight on their printed matter. Dolbeer said he would investigate. Maxwell asked how much it would cost us in freight charges if we shipped printed matter to dealers prepaid. Estimated that outside of Phonograms and monthly supplements the cost per year would be about \$15,000. Decided that a more accurate estimate would be obtained and comparison made with the freight charges on printed matter if it was all shipped to jobbers as at present. McChesney thought that each dealer's printed matter should be put up in a package addressed to him, and a collection of such packages sent to the jobber for redistribution. Dolbeer thought the direct distribution of printed matter to dealers would effect a considerable economy of the printed matter itself, as he believes much is now wasted by jobbers on inactive dealers and also by the jobbers' careless methods of distribution. Followed a discussion of how the information obtained from dealers was to be handled. Maxwell explained his ideas of the use of different colored cards in this connection. This was agreed to by Dolbeer and McChesney. Maxwell's idea of geographic arrangement of cards by counties was

not endorsed, which led to a discussion of the use of such arrangement in supervising the routing of traveling men and preceding their visits with appropriate letters. Followed an extended discussion on this subject. Decided that Mr. Goodwin be invited to attend a subsequent meeting for the purpose of expressing his views.

Next meeting February 16th, 1912, at 2 P. M., at which these minutes will be offered for approval.

7 A E 9w

MINUTES OF A MEETING of the Phonograph Sales and
Advertising Committee, held in the Office of Mr. Dyer on March
8, 1912, at 2 P. M.

Present:

Messrs. Dyer, ex-officio member
Maxwell, Chairman
Dolbeer
McChesney

Present as conforees:

Messrs. Goodwin,
Holden (of Calkins & Holden)

Minutes of previous meeting approved.

Mr. Holden submitted proofs of the six advertisements decided upon at the previous meeting. Decided: To cut out the illustration showing interior of the machine and so annotate the proof sheet. Mr. Maxwell reported that Mr. Edison desired to examine the advertisements at his leisure. Decided: That the advertisements be turned over to Mr. Maxwell to be submitted to Mr. Edison.

Mr. McChesney brought up the question of obtaining certain information from retail dealers by offering Mr. Edison's picture as a reward (this was discussed at a previous meeting). Mr. McChesney read the letter which he proposed to send out and it was approved. Decided: That this experiment be tried in the State of New York.

Mr. McChesney brought up the question of special printed matter connected with special hits. Mr. Maxwell thought this question should be deliberated upon by the individual members and brought up for discussion at a later meeting. Decided accordingly.

Mr. Maxwell gave notice that the question of salesmen's co-operation would be brought up at the next meeting.

The next meeting Friday, the 15th inst., at 2 P. M., at which these minutes will be offered for approval.

MINUTES OF A SPECIAL MEETING of the Phonograph Sales
and Advertising Committee called by Mr. Maxwell and held in the
office of Mr. L. C. McChesney on March 9, 1912, at 9 A. M.

Present:

Messrs. Maxwell, Chairman
Dolbeer
McChesney

Mr. Maxwell made the following report concerning the
advertisements submitted to Mr. Edison:

Mr. Edison was immediately conscious of the clouded
effect in these advertisements due to our effort to protect the
cylinder product. Mr. Edison stated that he wants the advertising
to commence with a strong, clean-cut announcement of the disc phonograph.
He desired that everything be incorporated in the announcement adver-
tisement. That greater emphasis be placed upon the improvements in
recording; that stronger claims be made concerning the material
from which the records are manufactured; that their greater length
be pointed out; and that we make more effective use of the fact
that he invented the first disc machine. Mr. Edison says that the
talk about the musical program and the work Rupert Hughes is going
to do should come after the announcement of the disc machine, and
that we can protect the cylinder product by mentioning that the im-
proved recording will be embodied in the cylinder records.

Mr. Dolbeer said that as he understood it, the way to meet
Mr. Edison's ideas was to cut out No. 1 and No. 2 and start in with
No. 3, making the latter very much stronger than it now is. Decided:
That the Committee would, during Mr. Edison's absence, prepare some
new advertisements embodying his ideas and abandon the effort to
protect the cylinder product in the manner first planned, but en-
deavor to do it in the way suggested by Mr. Edison.

The Minutes of this Special Meeting will be offered for
approval at the next regular meeting, Friday the 15th inst.

111
F. Henry AG
MINUTES OF MEETING of the Phonograph Sales and Advertising Committee, held in the Executive Committee room on March 29, 1912.

Present:

Mr. Dyer, ex-officio member
Mr. Wilson, " "
Mr. Maxwell, Chairman "
Mr. Dolbeer,
Mr. McChesney

Present as a conference:

Mr. Holden, (of Colkins & Holden)

Minutes of meeting on March 1 and Special Meeting on March 2 approved.

Mr. Maxwell called up for discussion the question of exploiting the Home Recording feature. Mr. Wilson said the shaving machine would not be ready before June 1st. Mr. Holland appeared before the Committee and described the scene of the Home Recording Instruction Book that he and Mr. Bliss are preparing. Mr. Dolbeer thought the Instruction Book should be kept entirely separate from such advertising pamphlets as it seemed advisable to prepare. **Decided:** That the Instruction Book should not be treated as part of the advertising. Mr. McChesney thought we should get out an advertising pamphlet illustrating various uses of how recording from photographs posed in the Bronx Studio. Mr. Maxwell agreed and thought these illustrations could be later used in our magazine advertising as he believes that home recording is a thing that must be specially emphasized in advertising the cylinder product after the disc machine is put on the market. Followed a discussion of what illustrations should be used. Mr. Wilson thought that pictures illustrating home recording as a means of amusement will be most effective. Mr. Maxwell thought that some pictures illustrating serious and semi-educational uses of home recording would also be desirable. For example, a young man practicing a speech on the phonograph and a ghost picture showing him delivering the same. **Decided:** that each member of the Committee would consider various interesting uses of home recording and submit their ideas at the next meeting when a list of desired illustrations would be compiled and the pamphlet would be laid out. Mr. Wilson commented on the considerable sale of blank records at present, for example, eight thousand in the last three weeks. It was the consensus of opinion that the home recording feature if persistently exploited would influence the sale of a great many machines.

Mr. Holden submitted copy for a full page newspaper advertisement announcing the disc phonograph. This was read aloud by Mr. Maxwell. Mr. Dyer did not like the copy. Mr. Delbeer thought it reflected too much on our competitors. Mr. Holden said it was not what he called good advertising, but was prepared to meet what he understood to be our views. He also explained that it was merely a rough preliminary draft. Decided: that a copy of this advertisement would be given to each member of the Committee and that he would rewrite or comment in detail upon the same. Also that Calkins & Holden would prepare another different kind of advertisement and that Mr. Maxwell would, if possible, prepare some copy to be submitted at the next meeting.

The next meeting Friday, the 5th inst. at 2 p. m. at which these minutes will be offered for approval.

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111 Edison
2047
DECEMBER 31, 1912.

MEETING OF SALESMEN AT OFFICE DECEMBER 30, 1912.

Present Scott, Skelton, Silverman, Chew, Lister, Stanton, Hug, Hope and Clark.

MR. GOODWIN called attention to recent death of Mr. Rhineberger, where it was found no provision had been made for his family. Also spoke of another salesman who had died sometime since who had made no arrangements as to his family. Several suggestions were made as to relief in case of accident or death to men while on the road.

MR. BERGGREN said he would look into the matter of insurance. It was decided that the salesmen notify Mr. Berggren as to what they wished done in case a misfortune of this character occurred to them.

MR. DOLBEER read a number of highly complimentary letters on the new Disc output, and it was arranged that copies would be sent to the salesmen for their use on the road.

The success of some of the salesmen in taking orders for Disc line, and the poor results of others, was then mentioned, with the idea of getting an outline of the best way of presenting the goods. Statements of experiences were made by the various men. Some showed it was an easy proposition to sell the goods, and others said it was not so easy on account of the talent, rough surface, and delay in shipment.

Many remarks were made as to the great satisfaction of the Disc goods to the general public. Many owners of Victor machines expressed themselves as astonished at the results, and wanted to sell out their present machine and secure the new and greatest thing ever heard. It was stated that if Mr. Edison had Fifty Million Dollars worth of the new product ready it could be disposed of in the next year. Musicians spoke of the marvelous results. Victor Jobbers and dealers, while they naturally did not openly show appreciation of the merits of the new Disc, seemed forced to at least see and hear what was going on and stirring up the public.

The men wished to be supplied with some samples of the new containers.

About 36 Disc sample records were sent to salesmen. Comments on these samples - 179 Good - 66 Fair and 32 Poor. Report records after lot of use as good as when received, and in some cases seem better.

Salesmen were asked why Mr. Edison could not operate the Disc machines by electricity. Answer was the superior results now shown could probably not be secured by electric power, but that the matter was under consideration.

In talking about securing the most desirable people to attend demonstrations. Mr. Scott stated he preferred list of automobile owners as good. Most of these people have money and are good prospective customers. Scott stated he places his sample

machine in office of hotel and played same while people were coming in and going out, and in that way attracted a good deal of attention.

MR. SKELTON suggests hall or large room in preference to hotels. Said to first interest the public and the dealers would soon want to take on the line. Stated the placing of advertisement of demonstration in paper would not reach the better class of people. Best way to send out a large number of invitations and in that way more would attend.

It was also mentioned by some of the men that it was more desirable to send a small number of invitations to desirable people than a large number to a class of people that would probably never purchase such an article.

Comment seemed to favor a hotel demonstration in cities or large towns, but halls or stores in smaller places.

Some of the men seemed to favor the production of a sound modifier where records are reproduced in a small apartment.

The wonderful volume or carrying power of the Disc reproduction was frequently spoken of by experts or musical people.

The men were asked how they got over the question of playing Victor records on Edison machines. The said this question was seldom asked, and, when it was, that of course, they could not be reproduced on the Edison.

Speaking of the hardness of the records, some of the men had been timid about trying this quality, but others had gone as far as to throw them on the floor in any place. It was found they were almost indestructible, and it is safe to say they are four times as strong as the Victor, which is true.

It was stated that if the Columbia Co., with their output, ~~was~~ four months behind ~~in~~ their orders, our Company, with the Disc and its superior results, and the attention it has already secured, we certainly have a splendid chance with our line.

Could not get the Victor machines in comparison at demonstration on account of objection by Jobbers and dealers handling that line. Occasionally there was a chance of this comparison, but even then the listener would want the Victor stopped before record was half played - said had heard enough - there was no need of comparison, the Edison was far ahead of anything ever heard of the kind.

Men all asked for Band selections - were told other selections would be supplied as fast as possible.

Meere, Hird and Leming were asked as to prospects for delivery of goods. They stated at present the delivery would be small and slow, but that arrangements were started through the factory to get an ultimate output of 6000 machines (both cylinder and disc type) per week. That factory conditions always made it impossible to get a large output of an article at first, but later on the delivery would be better.

MR. DOLBEER called attention to fact that the \$60 and \$80 types of Disc machines were not yet ready, and it would be sometime yet before they could be supplied. That the higher priced types - \$150, \$200 or \$250 were further advanced and could be furnished much quicker and it was therefore desirable that orders be secured for same in preference to cheaper types. He also called attention of salesmen to matter of our not granting exclusive territory in any case, and be sure not to make any such concession in arranging with dealers.

Attention was called to the fact that no \$100 type of Disc machine has been arranged for.

MR. IRBTON spoke about the Blue Amberol records, and explained delay in filling orders, owing to large orders and factory conditions. He stated the advance fourth list of these goods would be sent out in a few days, and shipment commence about February 1st.

The matter of again sending out advance sample cylinder records to Jobbers was brought up, and the salesmen as a body said to continue this plan, as it was most desirable, and Jobbers would order more liberally after hearing the samples, and have less chance of loading up with undesirable and unsalable selections.

DEMONSTRATIONS OF THE DISC.

At meeting of the salesmen this matter was discussed with following results:

MR. STANTON said he could get along without an advance agent. He would look up the representative people through list of automobile owners or blue book, and either visit them personally or call them up on the phone and arrange for their seeing the machines and hearing the records, and in this way assure himself of enough representation, and to satisfy any prospective dealer who was doubtful about selling the goods. He claims that the hit and miss general invitation was not as likely to be effective, and that general newspaper announcements, inviting everybody, only make confusion.

MR. HOPE endorses same idea.

MR. SCOTT says he does not need an assistant, because he is so well known that he has already started the Disc off in good shape, and that demonstrating is to be their fundamental selling plan. Also that special programme is going to be adopted by the three dealers in Bangor just as soon as they can get records. A special plan of attractive invitations or programmes is going to be in force as soon as they are supplied with a sufficient number of records, and that the dealers already established in Maine are anxious to pursue same demonstrating ideas.

MR. SKELTON, owing to the large number of small towns in his territory, thinks he could work faster in demonstrating, and wants to carry it on for a while yet.

MR. CHEW, working in New York State, would like to try the assistant demonstrator a little further.

Mr. Hug and Mr. Lister also stated they approved the plan of Mr. Stanton as to further trial demonstration without an assistant.

Edison General File Series
1912. Phonograph - Edison Phonograph Works (E-12-65)

This folder contains correspondence and other documents relating to the business of the Edison Phonograph Works. The selected items consist of statements of earnings, expenses, and losses for 1910-1912, along with a draft organizational chart.

Approximately 70 percent of the documents have been selected. Letters of transmittal, meeting announcements, and routine correspondence concerning financial matters have not been selected.

EDISON PHONOGRAPH WORKS

Statement of Earnings & Expenses
for eleven months ending January 31st, 1912-11
Based on an estimated gross profit determined by using the
percentage of gross profit realized for the fiscal year 1910.

SALES	QUANTITY	VALUE	QUANTITY	VALUE
Photographs	60,874	657,185.46	109,931	885,164.78
Wax		159,439.66		19,760.03
Gramophones		136,910.62		282,980.87
Projecting Kinetoscopes	1,205	59,996.66	1,648	64,414.30
Automatic Numbering Machines	7,165	2,029.46	6,685	2,415.80
Auto-Mat Gramophones		1,325.08		1,471.58
Van Motor	256	12,411.59	301	9,406.47
Material Sales		2,029.46		6,406.47
Patent Infringement		2,029.46		6,406.47
100		2,029.46		6,406.47
TOTAL SALES		\$1,154,342.47		\$1,555,106.43

EXPENSES	QUANTITY	VALUE	QUANTITY	VALUE
Photographs		162,450.31		283,544.12
Gramophones		56,121.50		56,121.50
Wax		89,215.96		126,770.77
Projecting Kinetoscopes		19,498.91		24,109.80
Automatic Numbering Machines		32,841.79		31,885.01
Auto-Mat Gramophones		1,325.08		1,471.58
Van Motor		1,329.34		1,329.34
Material Sales		1,904.43		2,355.72
Patent Infringement		2,029.46		6,406.47
100		2,029.46		6,406.47
Amount realized from Sale of Scrap		10,251.48		12,119.54
TOTAL GROSS PROFITS		\$386,761.09		\$812,806.33

EXPENSES	QUANTITY	VALUE	QUANTITY	VALUE
Project expenses per attached sheet	355,790.31	407,135.06		
Bond Interest	5,100.00	5,430.00		
Edison Mfg. Co. Interest Account		3,354.20		
National Phonograph Co. Int.		14,099.76		
Edison Mfg. Co. Inc. Interest	16,747.48			
Goodwin Suit	104,624.17	482,261.96		
2,112,120 WTS. 1/2 LIT				
Amounts written off				
Autocable	1,013.40	1,621.44		
Edison Mfg. Co.	28,725.00	37,800.00		
Furniture & Fixtures	86.30	40,024.76		
TOTAL NET PROFIT		\$42,791.59		

TOTAL NET PROFIT \$42,791.59

EDISON PHOTOGRAPH WORKS

Statement of Earnings & Expenses
for six months ending August 31st, 1912-1911
Based on an estimated Gross Profit determined by using the percentage of gross profit realized for the fiscal year 1911.

SALES	1912		1911	
	Quantity	Value	Quantity	Value
Photographs	15,513	205,344.47	26,782	302,207.48
Cabinets		45,730.98		84,739.47
Waxing Kinetoscopes		76,339.98		105,120.96
Projecting X	483 Regular	-	689	38,525.27
Auto Numbering Machines	1155 H.P.K.	40,056.21	3,718	34,436.26
Auto Numbering Machines	3,848	37,108.03		1,081.46
Business Merchandise		1,732.43		1,081.46
Material Sales	137	11,682.02	182	5,922.61
Miscellaneous		68,188.51		33,827.60
Electrical Appliances		1,857.44		1,761.44
		897.44		
TOTAL SALES		\$490,799.21		\$573,191.42

GROSS PROFITS

Photographs	55,713.06	81,596.02
Cabinets	13,271.59	18,546.01
Waxing Kinetoscopes	31,289.39	43,094.59
Auto Numbering Machines	20,038.34	18,592.58
Business Merchandise	614.92	640.53
Material Sales	841.11	434.99
Miscellaneous	27,672.36	13,734.01
Electrical Appliances	682.44	687.02
Amount realized from sale of scrap	8,025.45	5,853.45
TOTAL ESTIMATED GROSS PROFITS	\$174,082.10	\$193,481.19
Total Expenses per attached sheet	224,597.73	188,300.45
Interest on Notes Payable	10,500.00	5,100.00
Bond Interest	10,500.00	5,100.00
ESTIMATED NET LOSSES	\$60,502.68	\$6,727.72

TEDISON PHONOGRAPH WORKS

Statement of Expenses

Statement of Expenses
Six months ending 31st August 1912-1911

100	Officials	8,885.62	1911
101	Heads of Selling & Executive Depts.	7,725.24	
102	Heads of Division	55,971.21	
103	Chief Clerk	28,634.10	
104	Office Boys & Messengers	32,196.41	
105	Stenographers & Transmitters	1,970.75	
106	Stock Porters	1,817.00	
107	Stock Clerks	1,024.21	
108	Laborers	15,964.98	
109	Laborers' Gateman	11,578.98	
110	Advertising	3,016.11	
111	Printing & Stationery	510.00	
112	Postage	2,342.60	
113	Office Supplies & Facilities	35.70	
114	Miscellaneous Shop Supplies	12,450.99	
115	Non-Durable Small Tools	13,157.56	
116	Travelling Expenses	2,648.26	
117	Attending Conventions Exhibitions &c.	1,641.48	
118	Telephone	1,170.70	
119	Freight & Express	991.26	
120	Freight & Express	359.31	
121	Garage & Automobile Service	1,020.43	
122	Donations & Gifts	1,050.04	
123	Interest & Discount	7,019.50	
124	Insurance	2,493.86	
125	Fire Department	3,946.52	
126	Building	4,289.82	
127	Painting of Inventories & Extra Labor	4,289.81	
128	Living Expenses	876.00	
129	Amortized Companies	2,735.38	
130	Amortized Companies	1,402.72	
131	Amortized Companies	173.11	
132	Amortized Companies	746.79	
133	Amortized Companies	2,397.52	
134	Amortized Companies	2,252.58	
135	Amortized Companies	1,474.65	
136	Miscellaneous Expenses not classified	\$185,542.03	
137	TOTAL	\$210,149.92	
138	MAINTENANCE OF PLANT	833.03	
139	Repairs to Buildings	554.00	
140	Repairs to Buildings	100.87	
141	Repairs to Buildings	153.18	
142	Repairs to Buildings	9.48	
143	Repairs to Buildings	9.48	
144	Repairs to Buildings	205.74	
145	Repairs to Buildings	5,723.67	
146	Repairs to Buildings	2,120.00	
147	Repairs to Buildings	1,931.10	
148	Repairs to Buildings	1,058.65	
149	Repairs to Buildings	\$11,761.97	
150	Repairs to Buildings	731.49	
151	Repairs to Buildings	154.28	
152	Repairs to Buildings	9,334.83	
153	Repairs to Buildings	23,582.76	
154	Repairs to Buildings	1,080.24	
155	Repairs to Buildings	48,875.25	
156	Repairs to Buildings	\$9,543.35	
157	Repairs to Buildings	\$188,350.65	
158	Repairs to Buildings	920,457.73	
159	TOTAL	\$224,557.73	
160	Repairs to Buildings	1,918.88	
161	Repairs to Buildings	171.63	
162	Repairs to Buildings	10,426.03	
163	Repairs to Buildings	374.44	
164	Repairs to Buildings	3,103.26	
165	Repairs to Buildings	3,311.93	
166	Repairs to Buildings	54,252.32	
167	Repairs to Buildings	1,976.57	
168	Repairs to Buildings	1,918.79	
169	Repairs to Buildings	\$11,761.97	
170	Repairs to Buildings	731.49	
171	Repairs to Buildings	154.28	
172	Repairs to Buildings	9,334.83	
173	Repairs to Buildings	23,582.76	
174	Repairs to Buildings	1,080.24	
175	Repairs to Buildings	48,875.25	
176	Repairs to Buildings	\$9,543.35	
177	Repairs to Buildings	\$188,350.65	
178	Repairs to Buildings	920,457.73	
179	TOTAL	\$224,557.73	

EMERSON PHOTOGRAPH WORKS

Statement of Earnings & Expenses
for nine months ending 30th November 1912 - 1911.

Based on an estimated gross profit determined by using the percentage of gross profit realized for the fiscal year 1911.

SALES	1 9 1 2		1 9 1 1	
	QUANTITY	VALUE	QUANTITY	VALUE
Photographs	29,961	396,563.53	45,230	479,346.45
Cabinets		99,230.23		90,140.28
Wax		97,757.73		83,545.53
Projecting Kinetoscopes	709 Reg.	58,265.75	1,024	50,422.84
Auto. Numbering Machines	2467 H.P.K.			
Books Merchandise	6,747	60,707.07	5,811	53,743.49
Auto. Numbering Machines		1,820.11		1,820.11
Books Merchandise	153	19,326.69	243	1,254.93
Material Sales		103,180.15		10,326.97
Miscellaneous		103,180.15		2,485.24
Electrical Appliances		3,425.35		2,490.33
		<u>8954,479.44</u>		<u>8903,777.85</u>
TOTAL SALES				
ESTIMATED GROSS PROFITS				
Photographs		107,072.15		129,423.04
Cabinets		28,181.39		25,918.53
Wax		27,641.82		23,713.53
Projecting Kinetoscopes		36,041.03		20,198.51
Auto. Numbering Machines		32,761.82		29,021.48
Books Merchandise		1,012.40		571.98
Material Sales		1,391.67		744.28
Miscellaneous		43,109.15		19,853.99
Electrical Appliances		1,201.46		853.92
Amount realized from Sale of Scrap		<u>11,553.16</u>		<u>8,493.97</u>
TOTAL ESTIMATED GROSS PROFITS		\$293,779.06		\$302,949.39
Total Expenses per attached sheet	344,199.78		296,310.92	
T. A. Wilson, Inc. Interest Mct.	16,834.96		12,510.02	
Goodwin Suit			<u>105,324.17</u>	<u>\$408,591.31</u>
Total Estimated Net Losses		\$ 73,055.66		\$105,602.02

EDISON PHOTOGRAPH WORKS

Statement of Expenses

Nine Months ending 30th November 1912-11

.....

1 9 1 1

1 9 1 2

100	Officials	12,925.40	11,700.12
101	Heads of Executive & Selling Depts.	3,330.00	2,900.00
102	Factory Supervision	146,659.10	146,659.10
103	Office Boys & Messengers	2,553.53	2,759.76
104	Stenographers & Transcribers	3,322.83	3,525.83
105	Stock Clerks	25,097.44	17,651.32
106	Labors	18,350.18	16,428.24
107	Admission	4,618.28	3,844.30
108	Printing & Stationery	3,685.52	3,941.76
109	Books & Periodicals	70.80	82.66
110	Miscellaneous Shop Supplies	23,782.50	20,648.77
111	Non-Durable Small Tools	56,450.87	28,990.25
112	Salaries	41,000.00	41,000.00
113	Salaries Expenses	2,728.66	316.30
114	Attending Conventions, Exhibitions &c.	287.40	184.30
115	Postage & Telephone	1,566.51	1,339.81
116	Freight	2,603.43	2,333.95
117	Committee Meetings	21.00	---
118	Stable & Cartage	1,506.57	1,097.45
119	Garage & Automobile Service	10,153.05	10,150.00
120	Lease of Land	1,788.69	4,187.01
121	Interest & Discount	13,455.98	5,910.83
122	Insurance	7,349.86	6,599.52
123	Warehouse	1,314.00	1,284.00
124	Tax & Inventories & Extra Labor	1,520.22	1,408.72
125	Moving Expenses	204.26	241.69
126	Shed & Buildings	3,460.87	3,269.64
127	Patterns & Drawings	2,909.19	3,040.74
128	Electrical	54.00	---
129	Miscellaneous Expenses not Classified	\$23,337.76	\$23,337.76
130	TOTAL	\$23,337.76	\$23,337.76

MAINTENANCE OF PLANT

150	Repairs to Buildings	1,052.02	946.65
151	Repairs to Machinery	50.12	403.95
152	Repairs to Sewer Mains	182.52	182.52
153	Repairs to Steam, Gas & Air Pipes in Bldg.	1,776.80	1,688.61
154	Repairs to Elevators & Conveyors	9,147.90	8,511.98
155	Repairs to Machinery	1,683.90	361.61
156	Repairs to Shafting, Belting & Pulleys	4,570.45	3,092.06
157	Repairs to Foundation & Station of Machinery	2,668.07	1,898.49
158	Minor & Repairs to Wiring Jobs	54.00	245.46
159	Repairs to Furnaces	\$23,317.76	\$15,560.69
160	TOTAL	\$23,317.76	\$15,560.69

LIGHT, HEAT & POWER

170	Repairs to Power Plant Equipment	2,536.47	962.72
171	Repairs to Steam Mains from P.E. to Bldg.	224.90	287.26
172	Engineers & Workmen &c.	15,619.84	14,254.49
173	Fuel for Power Plant	554.65	554.65
174	Incidental Expenses for Power Plant	2,059.65	1,056.75
175	Coal Consumed	63,392.10	46,531.08
176	Water Supply	1,234.12	1,234.12
177	Electricity	85,227.30	73,565.51
178	Electric Current, Gas & Steam Purchased & Trained	\$2,457.77	\$12,502.14
179	TOTAL	\$2,457.77	\$2,457.77

GRAND TOTAL

\$286,310.92



Edison General File Series
1912. Phonograph - Foreign (E-12-66)

This folder contains correspondence and other documents relating to the marketing of phonographs and recordings in Europe and the selection of music, songs, and singers. Included is correspondence to and from Paul H. Cromelin of the National Phonograph Co., Ltd., in London pertaining to the shipment of music catalogs and trial records to West Orange. Other letters between Cromelin and Edison discuss negotiations with tenor Giovanni Martinelli and a demonstration of Edison's disc phonograph for tenor Jean de Reszke. Several of Cromelin's letters from April 1912 bear the notation: "Copy of letter presumably mailed on Titanic." There is also correspondence by Thomas Graf of the Edison Gesellschaft in Berlin and by Humbert F. Tosi, who was scouting operatic talent in Italy, Russia, and other countries and hoping to establish an office in Milan to represent Edison. Also included are a balance sheet for the Edison Gesellschaft; an agreement granting the sales agency for the Edison Business Phonograph in Switzerland to Hermann Moos of Zurich; an agreement between Augustus M. Baldwin and his financial backers regarding the sales agency of the National Phonograph Co. in China and India; and a summary of capital shares of the Edison Manufacturing Co., Ltd., in which Edison held majority control.

Approximately 90 percent of the documents have been selected. The unselected material consists of duplicates, letters of transmittal, and publicity material relating to singers.

Chas. F. ...
Telegraph-Adresse:
EDISON BERLIN.

EIGENE KASSEN:
GRANDE N.USA.
NEW-YORK,
LONDON,
PARIS.

TRADE
Thomas A. Edison
MARK.

Fernsprechen:
Amt IV 10735.

THOMAS A.
EDISON
PHOTOGRAPH,
GOLD-GUSS-WERKE,
KINETOGRAPH,
ORIGINAL-FILMS,
KINETOGRAPH,
FERN-SPRECHER,
KINETOGRAPH-WERKE.

EDISON-GESELLSCHAFT M. B. H.

ABTEILUNG FÜR KINETOGRAPH UND FILMS.

FRIEDRICHSTR. 10.

Berlin SW 19
FEB 7 1912
January 20th, 1912

Ans 719
Subject matter that yet not being known to
Messrs. Thomas A. Edison, Inc.,
Kinetophone Studio,
645 West, 43rd Street,
New York

Gentlemen,

will carry out the idea of
showing it first to royalties
through you
I beg to acknowledge receipt of your favour of the 20th ult.,
contents of which have indeed been very interesting to me.

I am very anxious to carry out at a near date some suggestions
Mr. Edison made to demonstrate the invention to the court here and
in Vienna. For this purpose we need not wait until we have re-
cords with German text, because English is very well understood
and spoken at both courts. Perhaps you will have soon an oppor-
tunity to bring this up to Mr. Edison. I should like to know con-
siderable time beforehand, when some advance demonstrations could
take place, in order that I can procure permission in time.

Thanking you for the lengthy and interesting information you
have given me, I beg to be,

Very truly Yours

Thomas A. Edison

Managing Director

John. J. J. J.

Write Grab

JAN 20 1966

1/22

I want the ^{full} catalogues of
the largest music publishing
Concerns in Russia Sweden
Norway, Germany - Austria
Proulx is getting me
the other Catalogues -
Also names of 2nd hand
book firms who keep old
books of music I am after
old songs & music -

Edwin

please
long

Write

JAN 20 1954

Write /rv

Cromelin -

I want to get full catalogues
of the largest music publishing
houses in England, Scotland,
Ireland & France, Belgium &
Spain - I have Italy &
Graf will get the other countries
I am hunting for old songs &
music - If there are any
bookstores in London keeping
old 2nd hand music, (12) in book
form send address & if they
have a catalogue, send that

E. Cro

157

Music Room

Mr. W. H. Miller:

Feb. 1, 1912.

I enclose you herewith copies of agreements with the various Austrian composers sent us by Mr. Graf, together with his letters relating to them. I assume you will want to go over these carefully and perhaps confer with Mr. Dyer.

Enc-

I. W. Walker.

TELEPHONES: WORKS, 1216 & 1217 WILLESDEN
CITY OFFICES: 4080 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION: A B C & LIEBEN

TRADE MARK
Thomas A Edison



TRADE MARK
Thomas A Edison

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS

National Phonograph Co., Ltd.

Edison Works

Willesden Junction, London, N.W.

City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

PHC/LW

February 2nd 1912

FACTORIES
ORANGE N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

Thomas A. Edison Esq.,

ORANGE. N.J.

Dear Mr. Edison,

I have duly received yours of January 22nd. and note
your wish to obtain catalogues of the largest Music Publishing
Houses in England, Scotland, Ireland, France, Belgium and
Spain.

The work of collecting of these will be begun at
once, and I will have the same sent to you from time to time
as they are obtained.

Faithfully yours,

Wm. C. Brainerd

TELEPHONES: WORKS, 1218 & 1217 WILLESDEN
CITY OFFICES 3030 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION ABC & LIEBERR

TRADE MARK
Thomas A Edison



IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS

National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

PHC/LW

February 3rd 1912

Dear Mr. Edison,

In accordance with instructions from Mr. Dyer indicating your wishes I have had tests made of the voices of a number of singers and the samples are being sent to Orange for your examination.

Attached hereto is a memorandum showing name of singer class and selection sung for test purposes.

Enclosed you will find some press notices and particulars of the artists whose tests are being forwarded.

I understand from Mr. Dyer you are seeking voices of a certain quality having in mind their suitability for our work.

If you care to go a little more in detail as to what particular characteristics you are seeking I may be able to give you more intelligent assistance.

I want to co-operate with and be of some real help to you but feel as if we are groping over here and don't know whether what we are sending is what you are after.

Most of the singers whose work we are forwarding have been secured through the Imperial Concert Agency. Some have voices which are promising for our work. We have rejected many and are only sending those along which in our opinion might

Mr. Edison Contd. Page 2

possibly possess the quality you are seeking. None have known a phonographic career.

Among those sent I might particularly invite your attention to the following:

Mary Fielding. Dramatic Soprano. Promising for our work.

Phyllis Lett. Soprano. A bit nervous. Sang slightly off, but might be developed.

Winifred Lewis. Contralto. Very good indeed. Would probably make an excellent addition to our list of Edison Singers.

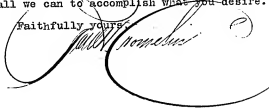
Alfred Heather. Scotch Tenor. Very good for our work.

Hubert Bisdell. Tenor. Excellent.

Norman Williams. Bass Baritone. Very good.

Louise Sims. Contralto. Good quality but very nervous during trial.

We will make additional shipments to you from time to time and meanwhile if you care to supplement original instructions we will do all we can to accomplish what you desire.

Faithfully yours,


Thomas A. Edison Esq.,
Orange,
NEW JERSEY.

[ATTACHMENT/ENCLOSURE]

<u>NAME OF SINGER</u>	<u>CLASS</u>	<u>SELECTION</u>
Gertrude Reynolds	Soprano	"Oh Flower of all the World" & Scale.
Mde. Mary Conly.	Dramatic Soprano	"The auld Hoose". & Scale.
Mr. Richard Ripley.	Tenor	"Mother o' mine". & Scale.
Mr. Gwynne Daviss	Tenor	"Thy beaming eyes". & Scale.
Joseph Farrington	Bass Baritone.	"Drake goes West".
Miss Winifred Lewis	Contralto	"The Rosary" & Scale.
Mr. Fredk. Ranalow	Bass Baritone.	"Drink to me only" & "The Crocodile".
Miss Phyllis Lett	Contralto	"Lillies"
Miss May Peters	Contralto	"On; the banks of Allan water"
Miss Jennie Taggart	Soprano	"Braw braw lads".
Miss Mary Fielding	Dramatic Soprano	"Sunshine & Rain"
Miss Caroline Hatchard	Soprano	"Robin Adair".

These have already been forwarded.

[ATTACHMENT/ENCLOSURE]

<u>NAME OF SINGER</u>	<u>CLASS</u>	<u>REMARKS</u>
Mr. Alfred Heather	Tenor	Bonnie Wee thing
Mr. Hubert Eisdell	"	"I know of two bright eyes" & Scale
Mr. Julian Henry	Baritone	"I'm wearing awa' Jean" & Scale
Miss Christine Bywater	Soprano	"If I built a World for you & Scale.
Mr. Anderson Nicol	Tenor	"The fond kiss" & Scale
Mr. Alexander Webster	Tenor	"Bonnie Wee thing" & Scale.
Mr. Albert Beresford	Counter Tenor	"Meet me to-night in Dreamland" & Scale.
Mr. Morman Williams	Bass	"The Wreck" & Scale.
Miss Louise Sims.	Contralto	"Rest thee my dear one" & Scale.

The above will be forwarded with the next shipment.

We have not yet received particulars and Press Notices of the last three artists. They will be forwarded when received.

Copy for Mr. Edison

RECORDED

PHG/LW

February 3rd 1912

RECORD MAKING

Dear Mr. Dyer,

I duly received yours of Dec. 26th. advising me of Mr. Edison's wishes to which I have given much thought and study.

You will find enclosed copy of a letter I am sending him to-day in accordance with your instructions and in compliance with his wishes.

As regards Bonci and Dani. No move has been made by me to endeavour to get them, because of the confusion arising out of conflicting instructions.

Dec. 14th. Mr. Miller wrote:

"Mr. Edison just now does not seem to think we require any talent with reputation, and until he changes his mind in this matter it seems almost useless to bid for talent. However, I think, at the present time that it is just as well to discontinue engaging artists until such time as we can see our way clear as to when the new disco will be placed on the market".

Dec. 22nd. he wrote among other things not to make any overtures to either Bonci or Dani and concluded by suggesting that we call Ashton & Mitchell off. The general impression I gathered was that it had about been concluded to call a halt

Mr. Dyer Contd. Page 2

until we knew a little more as to where we stood on the diso proposition.

Dec. 26th. your letter with instructions about seeking new and unknown talent generally confirms this, but nevertheless we are instructed to go ahead on deals with Bonci and Dani.

Just as we are about to move in this matter along comes a letter from Mr. Miller dated Dec. 29th. stating he had just received copy of yours to me of Dec. 26th. containing instructions as to Bonci and Dani and noting that they were different from his own instructions he had written you suggesting that you countermand your instructions of Dec. 26th. He concluded:

"I trust you will do nothing until you hear from him".

Naturally I've done nothing, awaiting advices from you countermanding former instructions. I suppose these have not come to hand because of your absence, but I have not answered any of the letters heretofore, expecting each mail would bring me advices which would clear up the situation.

About Lyne and Harrold, my original instructions of December 5th from you were to offer not more than \$1,000 ten songs each and not exceeding 20% royalty. I was strongly of the opinion that if I went about it right I might be able to get these artists on an advance on account of royalty proposition which in my judgment is infinitely to be preferred and in every way better for the Company than to have to pay the cash and a royalty. On such a deal we merely make an advance

Mr. Dyer Contd. Page 3

which is worked off as the records are sold. If we never sell any we are merely out our advance. If we sell less than a number which would equal per year at the percentage agreed upon, our advance we are still to the good. If we sell enough to yield the artist something over his advance he has had to earn it and we have had the business. Of course such a deal is not easy but this is the kind to make whenever possible viewed from the Company's standpoint. Such a deal should be for as long a period as possible, provided we don't have to guarantee a yearly minimum income. The Artist is entitled to his royalty as the records are sold settlements quarterly semi-annually or annually as preferred. It is to his interest to add to his repertoire from time to time so as to increase his royalties, and it is of greatest importance to him that he sings perfectly and as many times as may be required to insure perfect recording. He is a partner in the enterprise is interested in the sale of his records, becomes a boomer for the Company and a missionary in the field.

Now Harrold and Lynne are good long distance propositions for us on this basis. They required minimum guarantees of \$1,000 per year however. I propose to work it, so we would have the option of renewing and tie them up for three or five years. If at any time we felt we did not wish to retain their exclusive services we could arrange for their release and adjust the matter but meanwhile we had them for us on what in my opinion would be the best basis. Before deciding to do

Mr. Dyer Contd. Page 4

this I personally attended two performances and heard them in Pigoletto and Lucia so as to be sure of the correctness of the course I was taking.

Mr. Miller cabled Dec. 29th:

"Don't close with Harrold or Lyne for five years,
Wait for letter",

and I dropped the matter.

When Mr. Miller's letter of December 29th confirming the cable reached me the suggestion is made that I did not seem to understand your cable of December 5th. I did, understand it. There was no doubt as to your meaning.

Your cable indicated no term for the contract however and I set about scheming how to get around the necessity for paying them the sum named plus a royalty and thought I had my negotiations well advanced with Hammerstein, one of the shrewdest men in the business when the cable of Dec. 29th. came and all negotiations ceased.

Meanwhile Hammerstein went to America and there has been the subsequent Edison-Columbia negotiations on terms much less in the interest of the respective companies and the results are still hanging fire and success in my opinion doubtful.

Personally if it goes through, it is the kind of deal I want to advise against making in the future. I don't refer to the matter of the Companies pooling their interests on the Artist proposition for that might prove well worth while. But the idea of paying large sums for promising artists and then after we have given them their start, taught them the niceties of recording so to speak, leaving it possible for them to go

Mr. Dyer Contd. Page 5

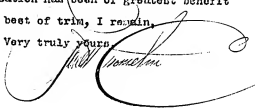
over to our competitors does not appeal to me. In my opinion the principle is radically wrong. Get them tied up to the longest possible term, on the smallest possible commitment, reserving all the options to the Company. You can't do it all the time, but it can frequently be done.

I'm taking the liberty of passing these thoughts along. Perhaps they don't represent the policy of the Company and there may be reasons I know nothing of why they might not fit in well with its policy.

I personally believe them sound and would like to see the Company give them consideration, when we know where we stand on the disc product and decide upon our future policy as to new recording.

Hoping your vacation has been of greatest benefit and this finds you in the best of trim, I remain,

Very truly yours,



Frank L. Dyer Esq. President,
Thomas A. Edison Inc.
ORANGE, N.J.

TELEPHONES: WORKS, 1216 & 1217 WILLESDEN
CITY OFFICES: BORO HOLLOWAY

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION A.R.C. & LIEBENS



TRADE MARK
Thomas A. Edison

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS

TRADE MARK
Thomas A. Edison

National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.

City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

PHG/LW

February 7th 1912

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

Thomas A. Edison Esq,

Orange. N.J.

Dear Mr. Edison,

Supplementing former advices, you will find attached a list showing additional trial records which we have made here and are forwarding to you this week. These will go forward with those we have formerly reported to you on as having been made but held here.

You will find press notices and particulars here-
with of the following artists:

Norman Williams
D'Arcy Woolven
Jackson Potter
Ivor Walters
Miss Violet Elliott
" Lillian Dillingham
" Laura Evans-Williams

Bass
Baritone
Bass Baritone
Tenor
Contralto
Soprano
Soprano.

I have yet to receive press notices from the following:

Hughes Macklin
Miss Lily Fairney
Miss Janet Hemsley
Leon Pastovsky
Miss Louise Simms
Albert Beresford

Tenor
Contralto
Mezzo Soprano
Tenor
Contralto
Counter Tenor.

These particulars will be sent you as soon as received.

Faithfully yours,
Wm. Grammel

DICTIONATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINE

[ATTACHMENT/ENCLOSURE]

<u>NAME OF SINGER</u>	<u>CLAS</u>	<u>SELECTION</u>
Miss Laura Evans Williams	Soprano	Tosti's Goodby & Scale
D'Arcy Woollven	Baritone	Sincerity & Scale
Janet Hemsley	Mezzo Soprano	Rose in the Bud & Scale
Miss Lily Fairney	Contralto	An Emblem & Scale
Just graduated from Royal Academy.		
Jackson Potter	Bass Baritone	I know a lovely garden & Scale.
Promising for our work.		
Lillian Dillingham	Soprano	Annie Laurie & Scale.
Hughes Macklin	Tenor	Grey Eyes & Scale
We've made one commercial record of this party. Meet me to-night in Dreamland. Will appear in June list. He sings for us under the name of Glandon Roberts.		
Leon Pastovski	Russian Tenor	For you alone & Scale.
Ivor Walters	Tenor	Like Stars above & Scale
Promising for us.		
Violet Elliott	Contralto	My Dear Soul & Scale.

Phone. Foreign

Telegramm-Adresse:
EDISON BERLIN.

EIGENE HAUSER.
ORANGE N. U.S.A.
NEW-YORK,
LONDON,
PARIS,
BRÜSSEL.

TRADE
Thomas A. Edison
MARK.

Fernsprecher:
AMT IV 10735.

THOMAS A.
EDISON'S
PHONOGRAPHS,
GOLD-BUSS-WALZEN,
KINETOSCOPE,
CINEMA-FILMS,
VICTOR,
EDISON-RECORDING,
EDISON-RECORDING.

EDISON-GESELLSCHAFT M. B. H.
EDISON-PHONOGRAPHEN u. GOLD-BUSS-WALZEN.
FRIEDRICHSTR. 10.

Berlin D. W. 10
February 8th, 1912

Thomas A. Edison, Esq.,
Edison Laboratory,
Orange N. J.

Dear Mr. Edison,

I beg to acknowledge receipt of your letter of the 22nd ult.
I have written for complete catalogues to the largest music publishing houses in Germany, Austria, St. Petersburg, Copenhagen, Stockholm and Kristiania, and will send you these in patches as they come in.

Good second hand book firms, specializing in books of music are:

Anton Goll's Nachflg., Musikverlag, Wollzeile, Vienna I., Austria
Ludwig Doblinger, Musikverlag, I Dorotheasg., Vienna, Austria
Karl Hofbauer, Musikverlag, I Kärntner Str., Vienna, Austria
Hugo Knepler, Musikverlag, I Habsburgarg., Vienna, Austria
Bosworth & Co., Musikverlag, I Wollzeile, Vienna, Austria
Verlag Schubertshaus, I Elisabethstr., Vienna, Austria
Bote & Bock, Königl. Hofmusikalienhändler, Leipziger Str. 37, Berlin, Germany.

Others to follow.

Very truly Yours

Thomas Edison

Director

G.E.

Telegraph-Adresse:
EDISON BERLIN.

TRADE
Thomas A. Edison
MARK

Fernsprecher:
AMT IV 10735.

EIGENE HÄUSER:
ORANGE N.J. USA.
NEW YORK.
LONDON.
PARIS.
BRÜSSEL.

EDISON-GESELLSCHAFT M. E. H.

EDISON-PHONOGRAPHEN u. GOLDGUSSTWALZEN.

FRIEDRICHSTR. 10.

THOMAS A.
EDISON'S
PHONOGRAPHEN,
GOLDGUSSTWALZEN,
FACIOSCOPE,
ORIGINAL FILMS,
REPERSON,
PRAKTIK-BATTERIEN,
NUMERIER-MASCHINEN.

Berlin D.W.S. February 8th 1912

Thomas A. Edison Esq.
Edison Laboratory
Orange N. J.

Dear Mr. Edison,

I am sending you to-day under separate cover the first lot
of catalogues received; they are from the following music-publishers:
Edition Peters, Leipzig
Adolf Fuerstner, Berlin
Theaterverlag Ed. Bloch, Berlin
August Cranz, Leipzig.

Very truly yours

Thomas Edison

TELEPHONES: WORKS, 1216 & 1217 WILLEDEN
CITY OFFICES: 3080 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION A.B.C. & LIEBKE

TRADE MARK

Thomas A. Edison



TRADE MARK

Thomas A. Edison

National Phonograph Co. Ltd.

Edison Works
Whitehead Junction, London, N.W.

Edison Phonographs & Records

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL, AND MENTION THESE INITIALS

APV/NTZ

19th February 1912.

Thomas A. Edison Esq.,
Thomas A. Edison Incorporated,
Orange, N.J.

ROUTED TO THE
EDISON BUSINESS
PHONOGRAPH

Dear Sir,

We enclose herewith copy of a letter addressed to Mr.
Walter Stevens, giving particulars regarding two cases of Test
Masters containing respectively, 20 & 17, in accordance with the
details given on the attached lists.

Yours truly,

NATIONAL PHONOGRAPH COMPANY LTD.,

Assistant General Manager

Dict. 8.2.12.

DICTATED TO AND TRANSCRIBED FROM THE EDISON D

TELEPHONE: WORKED, 1215 & 1217 WILKESSEN
CITY OFFICES: 5030 MELBOURNE

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION A.D.C. & LIEBENS



National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.6.

Edison Phonographs & Records

FACTORIES
ORANGE, N.J.U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN SELECTING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS: A.T./N.P.C.

9th February 1912.

Thomas A. Edison Esq.,
Thomas A. Edison Incorporated,
Orange, N.J.

Dear Sir,

We enclose herewith copy of a letter addressed to Mr.
Walter Stevens, giving particulars regarding two cases of Test
Masters containing respectively, 20 & 17, in accordance with the
details given on the attached lists.

Yours truly,
NATIONAL PHONOGRAPH COMPANY LTD.,

Assistant General Manager.

Dict. 9.2.12.

[ATTACHMENT/ENCLOSURE]

Mr. Edison

APW/MBF.

9th February 1912.

Mr. Walter Stevens, Manager, Dept.,
Thomas A. Edison Inc.,
Orange, N.J.

RECEIVED TO THE
EDISON BUSINESS
PHONOGRAPH

Dear Sir,

We are this day handing to Messrs. Lunham & Moore for shipment per S/S "Minnehaha" sailing on the 10th inst., three cases marked :-

T. A.
E. Inc. Orange,
N.J., U.S.A.

One of these cases contains two lantern illuminators which are being forwarded by Mr. Cromelin's instructions, and in regard to which he will be writing further particulars. The other two cases contain respectively, 20 & 17 Test Master Records made for Mr. Edison.

We have instructed Messrs. Lunham & Moore to forward direct to you:-

1. Original B/Lading,
2. Our invoice for Customs purposes No.5698 showing an amount of £10.12.0.

We hand you herewith duplicate copy of this invoice, and will forward you duplicate copy of B/Lading as soon as we

[ATTACHMENT/ENCLOSURE]

Mr. Walter Stevens;

-2-

receive this from Messrs. Lunham & Moore.

We trust you will have no difficulty in clearing the shipment, and we would ask you to forward same to the factory.

Yours truly,
NATIONAL PHONOGRAPH COMPANY LTD.,

Assistant General Manager.

Dict. 8.2.12.

[ATTACHMENT/ENCLOSURE]

CONTENTS OF CASE MARCED:-

T. A.

E. Inc.

FOR Mr. EDISON

ORANGE N.J., U.S.A.

Mr. Ivor Walters.	Tenor.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Miss Violet Elliott.	Contralto.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Miss Lillian Dillingham.	Soprano.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Mr. Hughes Macklin.	Tenor.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Miss Janet Hemsley.	Mezzo Soprano.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Miss Lily Fairney.	Contralto.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Mr. Leon Pastovsky.	Tenor.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Miss L. Evans-Williams.	Soprano.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Mr. D'Arcy Woolven.	Bass Baritone.	Scale.	1 Master.
" " "	"	Song.	1 Master.
Mr. Jackson Potter.	Bass Baritone.	Scale.	1 Master.
" " "	"	Song.	1 Master.

20 Masters.

[ATTACHMENT/ENCLOSURE]

CONTENTS OF CASE MARKED:-

T. A.

E. Inc.

FOR Mr. EDISON.

ORANGE. N. J., U. S. A.

Mr. Alfred Heather.	Tenor.	Song.	1 Master.
Mr. Albert Beresford.	Counter Tenor.	Song.	1 Master.
" " "	" "	Scale.	1 Master.
Mr. Hubert Eisdell.	Tenor.	Song.	1 Master.
" " "	" "	Scale.	1 Master.
Mr. Julian Henry.	Baritone.	Song.	1 Master.
" " "	" "	Scale.	1 Master.
Mr. Norman Williams.	Bass.	Song.	1 Master.
" " "	" "	Scale.	1 Master.
Mr. Anderson Nicols.	Tenor.	Song.	1 Master.
" " "	" "	Scale.	1 Master.
Mr. Alexander Webster.	Tenor.	Song.	1 Master.
" " "	" "	Scale.	1 Master.
Miss Louise Simms.	Contralto.	Song.	1 Master.
" " "	" "	Scale.	1 Master.
Miss Christine Bywater.	Soprano.	Song.	1 Master.
" " "	" "	Scale.	1 Master.

17 Masters.

Telegramm-Adresse:
EDISON BERLIN.

THOMAS
Thomas A. Edison
MARKE

Fernsprechen:
AMT IV 10735.

EIGENE HÄUSER:

ORANGE N.J.U.S.A.
NEW-YORK,
LONDON,
PARIS,
BRÜSSEL.

EDISON-GESELLSCHAFT M. B. H.

EDISON-PHONOGRAPHEN u. GOLDBUSSWALZEN.

FRIEDRICHSTR. 10.

THOMAS A.
EDISON'S
PHONOGRAPHEN,
GOLD-BUSS-WALZEN,
KINEYSCOPE,
ORIGINAL FILMS,
MUTOPHON,
PRIMA-BATTERIEN,
ELEKTRO-MASCHINEN.

Berlin L. W. 12. February 13th. 1912

Thomas A. Edison, Esq.,
Edison Laboratory,
Orange, N.J.,
U.S.A.

W. A. Kraft
ackd. 1/11/12

Dear Mr. Edison,

I am sending you to-day under separate cover a further lot of catalogues received; they are from the following music-publishers::

Johann André in Offenbach

Fr. Kistner ,Leipzig

C.F. Kahnt Nachfolger Leipzig

Julius Hainauer, Breslau

Friedrich Hofmeister, Leipzig

Very truly Yours

Thomas Edison

artists - foreign

Walter Miller

Read this & bring it
with you next time
you come to Labrador
& we will settle
the whole thing &
Crawley, Graf & ourselves
will work together
S. Leach

[ATTACHMENT/ENCLOSURE]

Copy for Mr. Edison
(MC)

Feb 12 1912

PHG/LW

February 5rd 1912

Dear Mr. Miller,

I have several letters from you which remain unanswered and I have not replied to them heretofore hoping to receive later instructions from you or Mr. Dyer or Mr. Edison which might clear up the conflicting advices I have received in regard to the general subject of record making and in regard to certain artists in particular.

I am sending you a copy of letter which is being forwarded to Mr. Edison in regard to certain trials we have made carrying out his wishes as indicated in Mr. Dyer's letter of December 28th. I am also writing a letter to Mr. Dyer in regard to the whole general subject copy of which I hand you herewith. Same is self explanatory.

No advices have ever been received from Mr. Dyer countermanding his original instructions of December 28th. and naturally I have done nothing as regards Ronci and Dani pending further advices.

I am also awaiting response to mine of December 18th. asking for full and complete information as to how the general matter of booking artists is handled in the United States

[ATTACHMENT/ENCLOSURE]

Mr Miller Contd Page 2

and indicating my desire to know what the wishes of the Company were.

I passed the word along to Ashton & Mitchell on receipt of yours of December 22nd and have had several conferences with Mr. Bocchi and a report from him as to his various activities while in Italy and Spain. I have also sought to obtain his co-operation in the matter of getting the test records Mr. Edison requires. He feels, and I feel, that in many instances it will be quite impossible to obtain these tests, and that while we are working to get them, we may be losing opportunities to tie up artists of importance who might get over to our competitors.

X
LYNNE & HARROLD.

By my letter to Mr. Dyer you will see what I was driving at in the scheme I proposed for these artists. Meanwhile, there have been the negotiations jointly on behalf of ourselves and the Columbia Company, but up to the present time we have not been able to close. Hammerstein is having difficulty with the artists themselves, and as he is entitled to 50% of anything that they get, the matter is in a mess. We hope to bring it to a head some time before the close of next week.

Word has been passed along to the Paris office to negotiate with Deina as per the authority given by Mr. Edison, but the contract is not actually closed yet.

Bocchi saw Dani in Italy and reported:

"I think this artist has a splendid voice and should be secured. Would be willing to sing ten songs for £200".

[ATTACHMENT/ENCLOSURE]

Mr. Miller Contd. Page 3

In regard to Anselmi. I note by your late advices that we are likely to get him for a limited number of selections. Bocchi had called on him prior to your advices suggesting that should he be free from his contract with Pontipia he should accept one with our Company. Anselmi taunted Bocchi as not being the representative of our Company, but that one Brunacci had been to see him was the representative for the National Phonograph Co. Bocchi was worked up over the whole matter, and wanted to know about Brunacci. I told him that while I knew Brunacci personally I did not know that he was in any way connected either directly or indirectly with our Company, and would not believe that he had been sent over here to negotiate with artists on our account without my being informed in regard to the matter.

Will you please advise me what relation Brunacci has to us, and if it true that he is our representative in such negotiations and has been over on this side negotiating on our behalf.

Bocchi saw Garibaldi while on his trip and reports that she is very much upset because she has not received another Agreement and if we do not renew she will accept offers from other Companies. He adds:

"I think it is a great pity as no doubt she is one of the best artists in Italy and the principal ~~mezzo-soprano~~ we have".

I merely pass this along for what it is worth. If you have any wishes or any instructions in the matter please let me hear from you.

I quote below comment in regard to several artists

[ATTACHMENT/ENCLOSURE]

Mr. Miller Contd Page 4

and about other matters which Bocchi has made to me for your general information and any action you may wish to take:

O. D'Adami.

One of several artists who has been tied up exclusively by a German Company, the Polyphono. Is greatly dissatisfied, and would be willing to accept £8 per song.

Mari Mascini.

Pupil of De Giorgio. She would come to London to record in June, ten songs £20. The protege of Mascagni will do very well. Splendid voice.

Cav. de Giorgio. Proposes to sing thirty pieces during two years purely ancient music of classical composers such as Palestrina, Stradella, Marcello, Pergolesi, Scarlatti, Handel, Gluck, Cimarosa so as to form a sort of library of songs which would be suitable for religious communities and conservatories where love songs, chansonsettes and other unsuitable music is not permitted and therefore the phonograph is not in good repute. This idea would be a new departure. He would accept £100 per year for two years contract, plus expenses. Bocchi adds:

"I think this idea is a good one and should be taken up as there is no doubt that it would be a success and quite a novelty especially as Cav. de Giorgio is the principal teacher of Rome and is well acquainted with all the black aristocracy and could give such a push to these discs that they would surely be a great success."

I have advised Bocchi that I did'n't feel competent to pass upon such a proposition, but have requested him to submit a list of about ten or twelve selections such as he would propose to begin the repertoire in question. Up to now he has not submitted the list.

Come
Napolitano
old woman

Bocchi
Can sing
Some of these

[ATTACHMENT/ENCLOSURE]

Mr Miller Contd. Page 5

Anita Giacomucci.

She would accept a contract for three years ten songs for £30.

"Has a wonderful voice, and I feel sure that this young soprano will rise to the top of the profession, and in securing her at such low terms the N.P. Co. will have a splendid artist on their books. She sang for me in Rome and I was delighted with her voice. As a light soprano she is most charming.

Ernest Sacconi.

Would be willing to accept £50 for each recitation for not less than five. To-day this party is the principal artist in Italy and I can easily say that he is like Salvini. He is appearing in New York and will surely be one of the big successes.

Gav. Bonnini.

He is said to be now free from Pontibia. He is the principal baritone at the Scala Theatre Milan and will be free on the 15th April, and would sing ten songs for £250. To secure him would be advisable from all points.

Ines Ferrais.

Soprano appeared with Bonoi at Constanzi, Rome. Created the part of Sofia in the Cavale della Rosa with great success. Think she would be a good acquisition for the N.P.Co. She asks 500 francs per song not less than ten.

Spanish Music.

If this interests the N.P. Co. I have several artists who have assured me that they will give me the exclusive rights for their composition. There are also a few singers who would sing these compositions, among them I have Pablo Luna who has given me the rights of Molinos de Viento which is at present one of the most popular things in Spain.

[ATTACHMENT/ENCLOSURE]

Mr. Miller Contd. Page 6

Mascagni. Maestro Mascagni would be pleased to accept a contract with the N.P. Co for the production of several discs from the Opera "Isabeau" 280 per disc. Mascagni would arrange a selection for each disc, and would give the exclusive rights for "Isabeau" for Talking Machine work to the N.P.Co. Re artists, we could have Koralek as one as she is at present singing in the Opera and a few others to be selected of whom Cav. Bonini who is at present performing in "Isabeau" in Milan could be one.

Bocchi adds:

"I know for a fact that that Gramophone Co. are trying their utmost to have the rights of this opera but for reason or another Mascagni will not listen to them. I feel sure that if we could have the exclusive rights of "Isabeau" no other company in the world could produce the discs of such an opera and we should have great advantage. At first sight it seems a little expensive but I still think that it would be a good advertisement and the best thing we could do."

I put up to Bocchi the point as to whether or not he would pay the price suggested if conditions were reversed and he owned our Company, and got him to admit finally that he would not.

I asked him how high he would go to secure the exclusive phonographic rights, and he suggested that about £800 would be well worth while. I told him to see what he could do along this line and let me know as we would give further consideration to the subject.

I have no comment or recommendation to make further in respect to the various matters which Bocchi

[ATTACHMENT/ENCLOSURE]

Mr. Miller Contd. Page 7

has brought to our attention, but await your instructions.

Of course, at the present time it is out of the question for us to obtain sample test records of these singers for most of them are in Spain or Italy, and we have no one available for the purpose of going out to get the tests nor have we the machine.

X I don't understand that if the artist is well recommended and we are sure of his position, Mr. Edison would insist upon having the sample test records before anything could be done. If he did, I should consider this most unfortunate for I would like to feel that when I am absolutely satisfied as to the importance of or wisdom of a deal, we could close tentatively and not run the chance of losing the opportunity because of the long delays incident to shipping samples to America.

Hoping to obtain full and complete instructions at an early date, and with best personal regards, I am,

Very truly yours,

Samuel
Samuel Edison
Managing Director.

W.H. Miller Esq, Manager,
Recording Department,
Thomas A. Edison Inc.
59/83 Birch Avenue,
NEW YORK.

Telegramm-Adresse:
EDISON BERLIN.



Fernsprecher:
AMT IV 10735.

EIGENE HÄUSER:

ORANGE N.J. U.S.A.

NEW-YORK,

LONDON,

PARIS,

BRUSSEL.

EDISON-GESELLSCHAFT M. B. H.

EDISON-PHONOGRAPHEN u. GOLDBUSSWALZEN.

FRIEDRICHSTR. 10.

THOMAS A.

EDISON'S

PHONOGRAPHEN,

GOLD-BUSSWALZEN,

KINETOSCOPES,

CHROMA-FILMS,

MOTION,

PHON-H. BATTERIES,

HUMBERG-MACHINEN.

Berlin D.W.G. February 14th. 1912

Thomas A. Edison, Esq.
Edison Laboratory
Orange, N. J.

Adm. H. W. M.

Dear Mr. Edison, You receive to-day under separate cover the catalogues from the following music-publishers:

Oluf By's Musikhandel, Kristiania

Norsk Musikforlag Kristinia

Abr. Lundquists Musik Förlag Stockholm

Elkan & Schildknechts Musik Förlag Stöckholm

Schuberthaus, Georg Levy, Wien.

Very truly Yours

Thomas Edison

TELEPHONES: WORKS, 1215 & 1217 WILLESDEN
CITY OFFICES 2050 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION, A.B.C. & LIEBOW

TRADE MARK
Thomas A. Edison



National Phonograph Co., Ltd.
Edison Works
Wilkesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

PHO/T.E

February 15th 1912

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS.

FACTORIES
GRANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

Thomas A. Edison Esq.,

OF ABER. N.Y.

Dear Mr. Edison,

Supplementing former advices, I send you herewith
press notices and particulars relative to the following
artists, trial records of whom have been forwarded to you:

Miss Lily Fairney	Contralto.
Miss Janet Hensley	Mezzo Soprano.
Leon Kustovsky	Tenor.
Hughes Macklin	Tenor.

This completes the list of press notices and information
about all the artists whose records have been forwarded to you
with the following exceptions:

Albert Beresford Counter Tenor.

We have no press notices of this artist and the only
information I can give you is that he is at present tour-
ing the British Music Halls in the Provinces with a troupe
called "Dare's Minstrels".

Miss Louise Sims. Contralto.

This artist regrets that she cannot furnish press notices
at the present time, but has asked us to classify her as
the well known Devonshire Contralto, late of the Earl Rosa
Company and the London Ballad Concerts, etc.

Very truly yours,
W. H. Jones

D
1912

"Phon. -
- Foreign
- England"

February 21, 1912.

Mr. Paul H. Cromelin,

National Phonograph Co. Ltd.,

Willesden Junction,

London, N. W. England.

Dear Mr. Cromelin:

Mr. Edison has asked me to write to you enclosing his comments on the test records you have recently sent him. At the same time he desires me to call your attention to the fact that the scales as sung by your singers are not quite what he wants, as they do not bring out some things he is looking for. I am working with him on the subject here at the laboratory, and at his request I am enclosing an example of the arpeggios that we require of all singers who come here. We ask sopranos, contraltos, tenors, and baritone to start on the middle C, and go up half a tone at a time, taking the arpeggio for each tone, until they reach the highest note of their respective ranges.

If the voice indicates a richness in the lower register, we frequently start again at the middle C, taking the arpeggios, but descending half a tone at a time.

With a bass, we start at his lowest tone, taking the arpeggios, upward until he reaches the limit of his range.

In each case we have each arpeggio sung in one breath on the word "la", and have it sung smoothly or, musically expressed, legato. The metronome indication is intended to be approximate. If the arpeggios are done too swiftly defects in sustaining notes are blurred over.

Mr. Paul H. Gromelin,
Page --2--
Feb. 21, 1912.

Trusting that this will all be clear to
you, I remain,

Yours very truly,

Enc.

Telegramm-Adresse:
EDIPHON BERLIN.

TRADE
Thomas A. Edison
MARK

Fernsprecher:
AMT MPL. 10735.

EIGENE HÄUSER:
GRANDE N.J.U.S.A.
NEW-YORK,
LONDON,
PARIS,
BRÜSSEL

EDISON-GESELLSCHAFT M. B. H.

EDISON-PHONOGRAPHEN u. GOLDGUSSELN.

FRIEDRICHSTR. 10.

THOMAS A.
EDISON'S
PHONOGRAPHEN,
GOLD-GUSSELN,
KINETOSCOPE,
EDISON-FILME,
MUSIKEN,
PRIMA- u. BATTERIEN,
NUMERIER-MASCHINEN

Berlin S.W. 48.

February 22nd. 1912

Thomas A. Edison Esq.,
Orange, N. J.,
U. S. A.

*Adolf
Wien*

Dear Mr. Edison,

You receive to-day under separate cover the catalogues from the following music-publishers:

Adolf Robitschek, Leipzig & Wien

Wilhelm Hansen's Musik-Forlag, Kopenhagen

Nordisk Musik-Forlag, Kopenhagen

Skandinavisk Musikforlag, Kopenhagen

Peder Friis' Musik-Forlag Kopenhagen.

Very truly yours

Thomas Edison

Thomas Edison

Telegramm-Adresse:
EDISON BERLIN.



Fernsprecher:
Amt MPL. 10735.

EIGENE HÄUSER:
ORANGE N.J. USA
NEW YORK,
LONDON,
PARIS,
BRÜSSEL.

EDISON-GESELLSCHAFT M. B. H.

EDISON-PHONOGRAPHEN u. GOLDBUSSWALZEN.

FRIEDRICHSTR. 10.

THOMAS A.
EDISON'S
PHONOGRAPHEN,
GOLD-BUSSWALZEN,
KINETOSCOPE,
ORIGINAL FILMS,
HETRONA,
PAINA-BATTERIEN,
NUMERIEN-MASCHINEN

Berlin S.W. 10 February 24th. 1912

Thomas A. Edison Esq.
Edison Laboratory,
Orange, N. J.

*Adel
10735*

Dear Mr, Edison,

I beg to send you under separate cover a further lot of catalogues
from the following music-publishers:

- Zimmermann, St. Petersburg,
- Gutheil, Moskau,
- W. Bessel & Co. St. Petersburg
- Leopas, St. Petersburg
- Max Brockhaus, Leipzig.

Very truly Yours
Thomas A. Edison

Missie Room

THOMAS A. EDISON, Incorporated

157

Feb. 27, 1912.

Mr. Walter H. Miller,
Recording Department,
New York.

Dear Sir:

Mr. Cromelin writes me that he is more or less mixed up on the subject of contracts with artists because both you and I have written to him somewhat at cross purposes. I have written him to-day to correspond always with you relating to those matters, so that you will know exactly what is being done. Wherever necessary, please consult with Mr. Edison or with me on any matter that you wish advice, and also send me copies of letters you write Mr. Cromelin so that I may be kept advised of the situation.

Yours very truly,

FID/IWH

President.

Nos. 46528 & 46734

February 28th, 1912.

Mr. Hird:

Our New York Office advises having forwarded to the factory per U.S. Express, addressed to me, two cases Nos. 1 & 2, forming part of a shipment from London covering 57 test masters for Mr. Edison and two acetylene lamps.

There has been some delay in passing these as the cases were not marked when received. Case No. 1 contains two lanterns and case No. 2, 20 test masters. Case No. 3, containing 17 test masters, is being held in public store. Will you please see that case No. 2, containing 20 test masters is sent to the Music Room on the top floor of the laboratory, and advise Mr. Edison when delivered.

With reference to the two lamps, I quote below from a letter received from Mr. Cromelin regarding same:

"Some time ago in chatting with one of our Phonograph Factors who was much interested in the Home Kinetoscope proposition he mentioned the fact that one of his friends was the Agent for a German Company which was making great progress in Acetylene Lantern Illuminator work. As a result I invited him to send two samples of these illuminators my idea being that as the use of electricity in the home is rather limited here, an Acetylene Lamp outfit would probably become an important feature in our business here. I do not know what kind of a Lamp we have in mind to use, nor do I know anything of the relative value of the illuminators which are being sent as compared to those now on the market, but realizing the progress which the Germans make from time to time in these lines thought it best to send them on so that our people could see if there was anything which might be of interest to them. If on examination they are found to be interesting, I will be glad to carry out any instructions which are to be given."

The third case referred to above, will be forwarded through the Customs, as soon as possible. This should also be delivered to Mr. Edison.

We have acknowledged Mr. Cromelin's letter advising that the above cases are received and being turned over to the factory. We also advised him that the matter will be taken up with him direct by the Domestic Department. Will you therefore arrange to take this matter up with him direct, if necessary.

W. S. Stevens.

VMS/C

May 4th 1912
Mr Edison: - Meadowcroft

attached please find your
repertoire. Get all the Opera
Let me know the Can. in the
Select & I will advise you

Cronheim & Hayco

Mr Edison:
I have ticked
off all we have
received. Meadowcroft

W. T. Miller

Mar. 8th, 1912

Dear Mr. Crommelin:-

I want to make my views clear about the making of records by Opera Singers.

When one of these singers is going to make a record for us we are given a list of the songs representing his or her repertoire. Among these, I have frequently found there are many which consist largely of recitative, or else they are such selections as, when sung on the stage, are successful because they are accompanied by dramatic action.

Now, in the phonograph, the music comes out of a hole, and therefore it appeals only to the ear and to the emotions, unassisted in the slightest degree by the eye. Hence, the song must of itself contain the elements of beautiful and melodious music, and must appeal solely to the ear and to the heart. Recitative, as used in operatic music, is largely a musical device to introduce a speaking part which carries part of the plot, and as a rule it is accompanied by dramatic action and, as music, is not especially interesting. Therefore, when it comes out of a hole, the listener cannot grasp the true relation to the context, and as recitative is not usually of a melodious nature, it becomes a bore to the hearer of phonographically reproduced music.

Now, in regard to other operatic songs, there are

(2)

Mar. 8th, 1912.

many that are chosen by singers largely on account of dramatic possibilities of the music and which may show off their voices to particular advantage, although such songs are not especially notable for distinct melody. While these songs may reproduce well in the phonograph and may be admired by a few musical enthusiasts who may be regarded as "cranks", they are not the kind that produce the general impression which makes for large sales of records. There is, no doubt, a respectable number of people who really like this class of songs, but the vast majority of persons enjoy and buy records of songs which have such a distinct and beautiful melody that a satisfactory recollection of the song remains in the mind. The operas of Bellini, Donizetti, Rosini and Verdi, for instance, have many such arias, as you know, and their popularity never dies.

I am sure there must be a great number of melodious songs in existence, and I have purchased about 100 complete vocal scores of operas, well known and otherwise, and am going through them personally, with the aid of a skilled musician, and expect to select quite a respectable list of available numbers which we can use to advantage. I have done considerable work on this already, and shall continue the investigation when I return from Florida in about a month. When we engage singers to sing for us I expect to examine their repertoire myself, get the music of any selections unknown to me and have them played and sung to enable me to judge as to their fitness for the phonograph.

Yours very truly,

TAB/RS

Phone 111-1111
TELEPHONES

WORKS, 1212 & 1217 WILLESDEN
CITY OFFICES 5020 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION, A.S.C. & L.I.B.E.R.T.

TRADE MARK
Thomas A. Edison



TRADE MARK
Thomas A. Edison

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS

National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

PFC/TW

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

March 8th 1912

Dear Mr. Edison,

Attached hereto is a list of Catalogues I am forwarding to you in compliance with your request of January 22nd. More will follow from time to time. With the lot, are some we have received from second hand shops, but in most of the Music Publishers places they say they do not keep any old Catalogues of any description. New Music is always being added to the stock, and as the new Catalogue is brought out, all the old Catalogues are destroyed, as they are of no use and only take up a lot of room. Mr Seymour of our Recording Department has given a lot of time to looking up old music in various places, and advises that he has seen a large amount of it, enough to fill our Recording Rooms, and has requested Publishers to have typewritten lists made out and forwarded to us.

Reeves, 3, Charing Cross Road, E.C. is probably the most noted of all the old second-hand book stalls which make a speciality of old music. I am sending his Catalogue to you with this, and all the others will be forwarded to you in a package which is being made up.

Faithfully,
Thomas A. Edison

Thomas A. Edison Esq.
Orange, N.J.

[ATTACHMENT/ENCLOSURE]

LIST OF MUSICAL CATALOGUES, CIRCULARS, ETC.

March 8th 1912.

[ATTACHMENT/ENCLOSURE]

AUGENER LIMITED, 199 Regent Street, W.

Organ Music.

Music for String Instruments.

" " "

Peters' Edition, Novelities 1911.

Thematic List of new successful songs by Evelyn Ash.

" " " " "
" " " " "

Compositions by Harry Fargson.

Recent Publications.

Augener's Edition of Vocal Music.

" " Pianoforte Music.

" " Organ Music.

Pianoforte Music.

Music for String Instruments.

Modern Organ Composers.

Instrumental Music.

ASCHERBERG HOPWOOD & CREW LTD., 16 Mortimer Street, W.

Special List of Music.

Ascherberg's new and popular songs; Thematic List No.1.

Special List of new Music.

The Musical House.

BAYLEY & FERGUSON, 2 Great Marlborough Street, W.

Catalogue of Music for Church Choirs, Musical Associations, &c.

BROOME, W.H., 15 Holborn, E.C.

Price List of Music.

[ATTACHMENT/ENCLOSURE]

BREITKOPF & HARTEL, 54 Great Marlborough Street, W.

Joh. Seb. Bach, Complete Works.

List of Orchestral Studies for various instruments.

Richard Strauss; a complete list of his Compositions.

Claude Debussy;

Granville Bantock;

Jean Sibelius; Compositions.

Frederick Delius; a complete list of his Publications.

Ethel Smyth .

Breitkopf & Hartel's Popular Edition of Classical and Modern Music 1912.

Music for Wind Instruments.

Catalogue of Chamber Music.

Orchestral Music and complete list of Miniature Scores.

Catalogue of Organ and Harmonium Music.

Catalogue of Music for Wind Instruments.

Inexpensive Editions of Wagner's Works.

List of miniature scores.

Conrad Kuhnert: teaching material for the pianoforte.

Universal Edition (cover missing)

Orchestral Music by Russian Composers.

Modern Russian Music.

Modern Russian Pianoforte Music.

Photo Post Cards of Musical Celebrities.

[ATTACHMENT/ENCLOSURE]

BOOSEY & CO., 295 Regent Street, W.

Royal Albert Hall; Grand Irish Festival.
Standard and Popular Songs and Duets.
Imperial Edition of Song Books and Rhythmic Series.
Albums and Miscellaneous Volumes of Songs.
Cavendish Music Books.

Royal Edition of Song Books and Operatic Albums.
Catalogue of Orchestral and other Instrumental Music.
Musical Cabinet, Sacred Musical Cabinet, &c.
Boosey's New and Popular Songs.

CURWEN & SONS, J., 24 Berners Street, W.

Monthly Bulletin and List of Music for Lent, Easter, & Whitsuntide.
Modern British Compositions represented in Curwen's List.
Specimen Pages of Sacred Songs and Duets.
Curwen's Mens' Voice Music.
Recent Music.
Action Songs for School Concerts.
Equal Voice Choruses.

GARY & CO., Oxford Circus Avenue, 251 Oxford Street, W.

Band Music.

KNOCH & SONS, 14 & 14a Great Marlborough Street, W.

Litolf Edition; List of Novelties 1912.
Knoch's Pianoforte and Vocal Magazines.
Catalogue of Music; Part 1, Vocal.
" " Part 2, Instrumental.

[ATTACHMENT/ENCLOSURE]

FRANCIS DAY & HUNTER, 142 Charing Cross Road, W.C.

Order Sheet.

Catalogue of sheet music, Vocal and Pianoforte, January 1909.

Catalogue of Musical Publications, &c.

Sixpenny Popular Editions.

HAWKES & SON, Denman Street, Piccadilly Circus, W.

New Concert and Entr'acte Music.

HUTCHINGS & ROMER, 39 Great Marlborough Street, W.

Music Students Handy Book.

The Choristers Companion.

List of New and Popular Publications.

LARG & SONS, 16 New Oxford Street, W.

Wholesale and Export Catalogue of musical instruments, strings,
and fittings, 1912.

LAWLER & SON, J.R., 147 Wardour Street, W.

Miniature first violin parts and other publications for Orchestra.

LAUDY & CO., 86 Newman Street, Oxford Street, W.

Catalogue of Music; Part I, Pianoforte, Organ, and Vocal Music.

[ATTACHMENT/ENCLOSURE]

LEGNICK & CO., ALFRED, 14 Berners Street, W.

Thematic List of Pianoforte Pieces in the easier grades.

The Posthumous Works of Anton Dvorak.

Augener's Edition of Classical and Modern Music.

Peters' Edition; Novelities 1911.

Legnick Edition, a new cheap edition of Standard Pianoforte Pieces.

Musical Novelities, 1912.

Catalogue of Pianoforte Music.

Popular Pianoforte Compositions by Rudolf Friml.

Alphabetical Register of all vocal music by Johannes Brahms.

Simrock's Liederperlen.

Catalogue of Violin &c. Music.

Pianoforte Music.

Organ Music.

Songs, Duets, and Vocal Exercises.

METZLER & CO. (1909) LTD., 42 Great Marlborough Street, W.

Metzler's Mastersongs; Schubert.

Sumurun.

Orchestral Journal of Dance Music.

Bisetz's "Carmen".

List of newest and most popular Publications.

PRICE & REYNOLDS, 43 High Street, New Oxford Street, W.C.

Sixpenny Series, Imperial Novelities.

Sixpenny Series of Popular Songs, Novelty Dances, &c.

[ATTACHMENT/ENCLOSURE]

RICORDI & CO., G., 265 Regent Street, W.

Ricordi's cheap edition of Classical and Modern Operas.
Text Books for Students, Examination Candidates, and Teachers.
Important Text Books for
Pianoforte Primer by Thomas B. Knott.
Supplemento All' Appendice del Catalogo Generale.

REYNOLDS & CO., 13 Berners Street, W.

Humorous Songs for the Drawing Room.
Sixpenny Thematic List of Humorous Songs, &c.

SCHOTT & CO., 157 Regent Street, W.

Great Hippodrome Success by Leo Fall.
Thematic List of Popular Violin and Pianoforte Music, Part 1.
" " Pianoforte Music, No. 1.
The Best Paris Waltzes.
Thematic Catalogue of Songs and Ballads.
Peters' Edition, Novelties 1911.
Music for Wind Instruments.
Richard Wagner new miniature full scores.
Catalogue of Richard Wagner's Works.
Select List of new and popular instrumental and vocal publications.
Compositions by the late Alex. Guilmant.

[ATTACHMENT/ENCLOSURE]

SHAWARD & CO., C., 196 Shaftesbury Avenue, E.C.

Thermatic Catalogue of new and fashionable waltzes.

" " " Characteristic Pianoforte pieces,
graded for teaching purposes.

VINCENT MUSIC CO. LTD., 60 Berners Street, W.

Catalogue of Part Songs, Cantatas, and Operettas.

Theoretical Works and Music Text Books.

Catalogue of Music.

The Organ Loft.

Thermatic List of Pianoforte Music.

" " Organ Pieces.

Descriptive Catalogue of the various Musical Text Books and Manuals.

VON TILZER MUSIC CO., 100 Charing Cross Road, W.C.

Popular Sixpenny Edition.

WILLIAMS LTD., J., 32 Great Portland Street, W.

Catalogue of Music, String and Wind.

" " Organ and Harmonium.

Humorous Songs and light comic numbers, Duets, Part Songs, &c.

Descriptive Catalogue of Imperial Educational Works on Music.

The Berners Edition of Standard and Operatic Works by eminent
composers.

A Circular.

Thermatic List of popular Orchestral Pieces.

A Catalogue (cover missing)

New and popular publications 1912 Voice and Pianoforte.

" " " 1911-12 for the Pianoforte.

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BUENOS AIRES

PHC/LC

March 13th 1914

Dear Mr. Maise,

I am enclosing a list containing the names of
various other Artists whose voices we have tested here
and samples of whose work is being forwarded to you, also
particulars in regard to the Artists where we are able to
get the same.

Yours faithfully,

John G. Edison
General Manager

Thomas A. Edison Esq.,
Orange,
NEW JERSEY.

[ATTACHMENT/ENCLOSURE]

March 15th 1912

<u>NAME OF SINGER.</u>	<u>CLASS</u>	<u>SELECTION</u>
Miss Mary Bruce-Brown	Soprano	Blue Bells of Scotland & Scale.
Mr. Joseph Parley	Baritone	The Rosary & Scale
Miss Marie Edwards	Contralto	Hearer My God to Thee.
Mr. Marsh Little	Baritone	My Mother's Prayers
Miss Palgrave Turner	Contralto	My Dear Soul & Scale.
Miss Ida Kahn	Soprano	An Old Garden & Scale
Mr. John Perry	Tenor	I hear you Calling Me & Scale.
Mr. Charles Tree	Baritone	I Know Two Bright Eyes & Scale. (Hourse.)
Miss Daisy Inne	Contralto	Until & Scale
Miss Muriel Jones	Soprano	Villanelle & Scale
Signor Balestro	Italian Tenor	Cavalleria & Scale (Touring with Mascagni.)
Australian Quartette		Andrial from Mikado.
Miss Milda Mulligan	Soprano	I Dreamt I Dwelt in Marble Halls.
(Late of Carl Rosa & Woody Wanner's Opera Company's also London and Provincial Ballad Concerts.)		
Miss Lydia Care (Member of Australian Quartette)	Contralto	O Dry Those Tears & Scale
St Paul's Cathedral Choir.		God is A Spirit.

Phono - Muzak
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LONDON
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BUENOS AIRES

PHG/LW

March 15th 1914

Dear Mr. Edison,

I send you herewith an original communication
received from Henry Goferman & Co. Ltd., Strand, London, W.C.,
offering copies of old music and also copy of a letter re-
ceived from F. Wheeler, Dealer in old books at 1, Sicilian
Avenue, Southampton Row, London, W.C. If any of the books
offered are interesting, I would be glad to secure them for
you.

Sincerely yours,

Thomas A. Edison Esq.,
Orange,
New Jersey.

[ATTACHMENT/ENCLOSURE]

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March 12 1912

Dear Sir

Respecting your
call at our establishment
to-day we now have
pleasure in sending
you a list of the
books on "Music" which
we have in stock,
and which we shall
be very pleased to
supply to at the price
marked.

Should we meet
with any other books
on this subject we

will advise you of
same.

We shall be pleased
at any time to advise
you on any books
you may be wanting.

Yours respectfully,
H. Sotheran & Co
P. P. L.D.R.

(Paul H. Brownlie Esq.)

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London, W.C.

190

MUSIC, continued.—

302 HANDEL (George Frederic) **MUSICAL WORKS**, edited by SAMUEL ARNOLD, Organist of Westminster Abbey, printed on thick paper, with fine engraved fronts, 41 vols. roy. folio, in contemporary iron half red, gold borders on contemporary iron half red, with maroon label of Sir Henry Dashwood on sides (VINT SET); SCARCE, 217. 17s 1785-97
This is a very handsome set of one hundred volumes (see the description), early engraved throughout, and is a most handsome contemporary binding.

311 SIMPSON (Christopher; violinist) **COMPENDIUM; OR INTRODUCTION TO PRACTICAL MUSIC**; 8th Edition, with Additions, with portrait by HARRISON, 4to. 8vo. old sheep, newly rebounded, 12s 6d 1752
"A compact of advanced music, extremely clear and concise"—Dr. H. H. Stephens noted to the King's side in the Civil War, and in his 8th edition is a whole volume through his music."

337 BURNBY (Charles, M.D., F.R.S.) **GENERAL HISTORY OF MUSIC**, with Dissertation on the Music of the ANCIENTS, five engraved plates by BARTOLINI, Gronow, Mader, etc. after CIRIACI and others, woodcuts, etc., 4 vols. 4to. new 'old style' hf. calf gilt, maroon edges (SCARCE), £5. 5s 1770-92

350 HAWKINS (Sir John) **GENERAL HISTORY OF THE SCIENCE AND PRACTICE OF MUSIC**, from the earliest Times, original edition, with front. by Grignon after Cipriani, numerous portraits, and engravings of ancient musical instruments, 5 vols. 4to. hf. calf, maroon edges (SCARCE THRO), £3. 5s 1770
"Hawkins, though a worse writer than Burney, was a more painstaking collector, and his book has therefore a more permanent value for students of musical history"—Sir Leslie Stephen.

303 HOLDER (William, D.D.; Sub-Dean of the Chapel Royal) **TREATISE OF THE NATURAL GROUNDS AND PRINCIPLES OF HARMONY**; with Appendix of RULES for PLAYING a TUBORG. Bass, also Directions for Tuning an Harpsichord or Spinnet, by GEORGEY KELLER, with notation, 4to. 8vo. old printed calf, 12s 6d 1721

312 TOBI (Pietro Francesco) **OBSERVATIONS ON THE FLORIO SINGI**; or Sentiments on the Ancient and Modern Singers, translated by J. R. GAL- LARD, with fiddley pp. of music, 12mo. original sheep (1 joint broken), 6s 1742

305 BANCHEAU (Jean Philippe) **TREATISE OF MUSIC**, containing the Principles of Composition, taken from the original French, with Music, the original hf. calf (broken), 12s 6d 1722

345 BLAND (Wm.) **TWO TREATISES COLLECTION OF CATCHES, GIGS, CANONS, GAZZETTOS, MAD- RIGALS, etc.**, from the Works of the most eminent Composers, with engraved titles, 25 parts 4to. in 1 vol. old hf. calf, with DAVID GARRICK'S OIL LIBRARY-STAMP on side, £1. 10s [c. 1750]

[ATTACHMENT/ENCLOSURE]

Italian and English Versions of L'Étoile du Nord, Opera Comique
 Paulus & F. Scribe Musique de G. Meyerbeer, Zurich Son half/calf
 7/- London

La Thémira, Melodramma Composita & C. Ridotto per il Combato
 V. Bellini, 22 vny. 4 to, half/cloth 5/- Paris

La Part du Diable Opera Comique Paulus & Scribe Musique
 D. F. L. Aubert, vny. 4 to. 4/- Mainz

Selection of Popular National Airs, with Symphonies and Accompaniments
 by Sir John Thomson, the Words by J. Moore 1818 - Selection of
 Irish Melodies, with Symphonies and Accompaniments by H. Bishop
 Words by J. Moore, 1818, the 2nd. 4 to half/cloth 4/- London

Nanon, Komische Oper, von F. Zell und R. Genée, Musik von R. Genée
 2/- Hamburg

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[ATTACHMENT/ENCLOSURE]

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Mercadante, 8vo. 4to half leather 5/- Paris

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8vo. 4to. cloth 3/- London

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Music Room

PRESIDENT'S OFFICE

Memorandum

151

March 21, 1912.

Mr. Walter H. Miller:

Regarding Mr. Cromelin's letter to you of the 8th inst., suggesting the making of a new record of "Adeste Fidelis" and the German record "Stille Nacht, Heilige Nacht", I think both of these are good suggestions and that these records should be made unless there is some definite reason to the contrary.

FLD/IWW

F. L. D.

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PHC/AP.

April 9th 1912.

Copy of letter presumably mailed on Titanic.

W. H. Miller Esq., Manager.
Recording Department,
Thos. A. Edison, Inc.,
Orange, N.J.

Dear Mr. Miller,

In going through some old correspondence I have come across yours of Oct: 13th and Oct: 17th. I am under the impression that on a ride over from your office to the steamer, last November, I verbally answered the various questions which you enquired about. But in view of the fact that the Act will go into effect on July 1st of this year, I am posting along a few particulars in regard to the same, which may be helpful to you.

Musical works published after
commencement of the Act.

Before making any mechanical reproduction of such a work, the company desiring to make the same must obtain the consent or acquiescence of the copyright owner, provided that the work has not been previously made by any other person or persons with the consent or acquiescence of such owner; and in the event that the musical work has been previously made by or with the consent or acquiescence of the owner of the copyright, it is incumbent upon the company to give notice of it's intention to make the contrivance, and to pay in such a manner as is proscribed by rules and regulations to be

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made by the Board of Trade to or for the benefit of the owner of the copyright, royalties as follows:

For all records sold within two years after the commencement of the act, that is until July 1st 1914, the royalty is to be $2\frac{1}{2}\%$ of the ordinary retail selling price.

For all records sold after July 1st 1914, $5\frac{1}{2}\%$ of the ordinary retail selling price.

The minimum royalty on any one record is to be in no case less than one halfpenny for each separate musical work in which copyright subsists reproduced thereon, and, where the royalty calculated includes the fraction of a farthing, such fraction is to be reckoned as a farthing.

The company using the musical work is not authorised to make any alteration in or omissions from such work, unless the author has permitted or acquiesced in the reproduction of the work previously with alterations and omissions, or unless such alterations or omissions are reasonably necessary for adapting the work to the record.

Musical works published before the commencement of the Act.

If any records have been made or placed on sale before July 1st 1910 of a work in which copyright still subsists no royalties are to be payable in respect of such records which are sold before July 1st 1913. In other words, we are to be given until July 1st 1913 to clear up our old stock of records of selections in which copyright still runs. As respects other musical copyrighted selections, whether published either before the 1st day of July 1910 or between that date and the date the Act goes into effect, July 1st 1912, royalties will have to be paid on all records sold after July 1st 1912, the rate to be $2\frac{1}{2}\%$ of the ordinary retail selling price. It will be observed

that as respects all of these selections published before the commencement of the Act the rate is always to remain 2¹/₂% and is not to be increased to 5% July 1st 1914.

In regard to such works it is not necessary to obtain the consent or acquiescence of the owner. We are free to use any such works at any time without making application for permission to do so, and the restrictions as to alterations and omissions are not applicable in regard to works published before the Act goes into effect.

International Copyright.

The benefits of the British Act are extended to citizens of foreign countries by the King acting through and by his Privy Council. The extension of the rights to such foreigners is done by what is called an Order in Council. Up to the present time no Order in Council has been made, at least no order effecting the operation of the law in its relation to mechanical musical instruments.

Paragraph 2 of sub-clause 7 clause 19 of the Bill provides that the right in respect to the making of records, perforated rolls, etc., conferred by an Order in Council relating to a foreign country shall be limited specifically to the extent stated by such Order in Council.

Until the Orders in Council have been made and issued, we will not know to what extent the mechanical reproducer rights may be conferred upon the citizens of foreign countries as respects old works, but for the time being the only selections on which the owners will be entitled to demand copyright fees on

W. H. Miller Esq., (4)

July 1st 1912 are those of British authors and composers. From time to time as Orders in Council are issued and we are advised, we will let you know.


From the commencement of the Act, records, perforated rolls, and other contrivances by means of which sounds may be mechanically reproduced, shall be considered copyrightable property entitled to full protection of the law for fifty years from the making of the original plate, and the Act is made retro-active so as to extend to records which were made prior to the commencement of the same, the person who at the commencement of the Act is the owner of the original plate or matrix being considered the first owner of the copyright, provision being made however so that no duplicate (dubbed) records shall be construed as having copyright conferred upon same. It will be much observed that the Act protects the person who makes an original record hereafter from unlawful duplication of the same, at the same time protecting the owners of existing matrices.

For your further information, the Board of Trade referred to from time to time in the ~~British~~ Act is a government department, the head of the Board of Trade being a member of the Cabinet. We have not anything corresponding to the British Board of Trade in our American practice, the nearest approach to same being the department of Commerce and Labour, although that Department has not anything like the broad powers that the British Board of Trade has.

W. H. Miller Esq, (5)

The Orders in Council referred to, are acts of an advisory body known as the Privy Council, which advises the King on all matters requiring action, especially in relation to foreign countries, other than such an action as would require a special Act of Parliament.

Yours very truly,


Managing Director.

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April 9th 1912.

Copy of letter presumably mailed on Titanio.

Mr. Walter H. Miller, Manager,
Recording Department,
79-93 Fifth Avenue,
NEW YORK.

Dear Mr. Miller,

I duly received yours of March 21st, in regard to various singers.

Now that the Fonotipia Contract has been dissolved by mutual consent, what is our position as regards any singers who may now be working on an old Contract with them, and in whom we may be interested? For example, if we could make a contract with Dani to go into effect at the conclusion of his arrangement with Fonotipia, would you wish us to do so, or to take any steps along these lines?

I note that you believe that the necessary arrangements have been made with Anselmi, and will be glad to be advised as soon as the contract is signed, and have a copy forwarded here.

There is nothing new in the Harrold Lyne matter, and in view of the contents of your letter of March 5th, indicating Mr. Edison's views we have not pushed the negotiations. Had we concluded an agreement with Harrold by which we would have to pay him in advance of his singing, it was our intention to have Lloyd

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Mr. Walter H. Miller, Contd. Page 2.

cover the contract by an Insurance Policy which we could have secured on payment of a small premium.

I am awaiting your further advice in regard to the selections to be sung by Borghese.

Very truly yours,



Acting Director.

TELEPHONES: WORMS, 1214 & 1215 WILLESDEN
CITY OFFICES: 2025 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION A.B.C. & CABLE

Mr. Dyer.



National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS **PHO/EP.**

April 5th 1912.

Copy of letter presumably mailed on Titanic.

Mr. Walter H. Miller, Manager,
Recording Department,
Thomas A. Edison, Inc.,
75-85 Fifth Avenue,
New York.

Dear Mr. Miller,

Yours of March 23th, as regards the Stanley Kirby
matter has just come to hand.

As advised in mine of March 11th, we would not think
of going into any deal with Kirby if it had to do with Cylinders only,
and the principal purpose of my letter was to ascertain from you if
possible what the intentions were in regard to going ahead with a
British list of Disc Masters.

I note that you are quite certain instructions will
be given to go ahead on such a list within the next two months, and
this will be a guide for me in connection with deals we may have with
local talent. For the time being the deal with Kirby is off, and
several of the leading firms are now endeavouring to get him to
agree to sing only for records which have a recognised position and
not to go on the Disc Records selling for one shilling and one shilling
and sixpence. A similar deal was attempted with Billy Williams, but
so far without success.

Yours very truly,

Edison Director

157
DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINE.

TELEPHONES: WORKS, 1216 & 1217 WILLESDEN
CITY OFFICES, 8080 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION A.B.C. & LIESERS

Phono. Mus. Pub.

TRADE MARK
Thomas A. Edison



National Phonograph Co., Ltd.

Edison Works
Wilkesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
GRANDE H. J. LARA
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS... PHC/LW

April 10th 1912

COPY OF LETTER PRESUMABLY MAILED ON THE TITANIC

Thomas A. Edison Esq.,
Orange,
NEW JERSEY.

Dear Mr. Edison,

Attached hereto is a list of Publishers
whose Catalogues we have collected and are forwarding to
you.

These together with those already sent to
you include the most important Publishers in the United
Kingdom.

Very respectfully yours,
W. H. Gordon

[ATTACHMENT/ENCLOSURE]

PUBLISHERS FROM WHOM CATALOGUES HAVE BEEN RECEIVED.

- | | |
|---------------------------|--|
| ✓ Allan & Son, D.S. | 32 Granville Street (West), Glasgow. |
| ✓ Augener Ltd. | 199 Regent Street, London, W. |
| ✓ Agate & Co. | 18 Poland Street, London, W. |
| ✓ Bach & Co. | 139 Oxford Street, London, W. |
| ✓ Barnett, T.H. | 48 Mortimer Street, London, W. |
| ✓ Beal Stuttard & Co. | 231 Oxford Street, London, W. |
| ✓ Breitkopf & Hartel | 54 Great Marlborough Street, W. |
| ✓ Boosey & Co. | 295 Regent Street, London, W. |
| ✓ Brookfield, Thos. | Chester Road, Southport. |
| ✓ Bayley & Ferguson | 2 Great Marlborough Street, London, W. |
| ✓ Blanchard, G.E. | 44 Doesbury Street, Hull. |
| ✓ Bowerman & Co. | 43 Poland Street, London, W. |
| ✓ Blackburn & Co. | 73 Farringdon Street, London, E.C. |
| ✓ Bowditch & Co. | <i>London, 5 Princes St, Oxford St</i> |
| ✓ Broadbent, John | 5 Claremont Avenue, Leeds. |
| ✓ Cassell & Co. Ltd. | La Belle Sauvage, London, E.C. |
| ✓ Cramer & Co. Ltd., J.B. | 124 Oxford Street, London, W. |
| ✓ Clowes & Sons Ltd., Wm. | 23 Cockspur Street, London, W. |
| ✓ Culley, Robert | 26 Paternoster Row, London, E.C. |
| ✓ Collard Moutrie | 50 Southampton Row, London, W.C. |
| ✓ Cross, Percy J. | 10 St. Peters Square, Manchester. |
| ✓ Carey & Co. | Oxford Circus Avenue, London, W. |
| ✓ Chanot & Sons, F.W. | 5 Soho Street, London, W. |
| ✓ Cranx & Co. | 13 Berners Street, London, W. |
| ✓ Chappell & Co. | 50 New Bond Street, London, W. |
| ✓ Clifford Essex Co. | 15a Grafton Crescent, Bond Street,
London, W. |
| ✓ Church Co., John | 45 Wigmore Street, London, W. |

[ATTACHMENT/ENCLOSURE]

2.

✓ Craig, Thomas	363 George Street, Aberdeen.
✓ Curwen & Sons Ltd., J.	24 Berners Street, London, W.
✓ Cammeyer Music Co.	97a Jermyn Street, London, SW.
✓ Dallas & Sons, J.E.	415 Strand, London, W.C.
✓ Dawson, W.	23 White Rock Street, Liverpool.
✓ Duff Stewart & Co.	13 Little Marlborough Street, W.
✓ Evans & Co.	24 Castle Street, London, W.
✓ Elkin & Co. Ltd.	8 Beak Street, Regent Street, London W.
✓ Evette & Schaefer (Hays & Co)	26 Old Bond Street, London, W.
✓ Enoch & Sons	14 Great Marlborough Street, W.
✓ Fernyth Bros. Ltd.	26 Great Titchfield Street, London, W.
✓ Feldman & Co.	2/3 Arthur Street, London, W.C.
✓ Fletcher & Sons, W.J.	100 Bishopsgate Street Without, London, E.C.
✓ Graham & Black	10 Newman St., Oxford St., London, W.
✓ Glen, David	8 Greenside Place, Edinburgh.
✓ Gould & Co.	25 Poland Street, London, W.
✓ Hammond & Co., A.	6 Kingley St., Regent St., London, W.
✓ Harrison & Co., E.	Halifax.
✓ Hawkes & Son	Denman St., Piccadilly Circus, London W
✓ Hays, Alfred	26 Old Bond Street, London, W.
✓ Hughes & Son	Wrexham.
✓ Hurst & Co., P.	6 Great Marlborough Street, W.
✓ Hammond & Wright Ltd.	18 Pall Mall, Henley, Stoke-on-Trent.
Hollander, B.	10 Newman Street, London, W.
✓ Jones, Stanley	6/7 New Arcade, Newport.
✓ Kohler & Son, E.	101 Leigh Street, Edinburgh.
✓ Kerr, James S.	314 Paisley Road, Glasgow.

[ATTACHMENT/ENCLOSURE]

3.

- ✓ Lafleur & Sons
- ✓ Lengnick & Co., Alfred
- ✓ Lawrence Wright & Co.
- ✓ London Publishing Stores Ltd.
- ✓ Linwood
- ✓ Laudy & Co.
- ✓ Metzler & Co. Ltd.
- ✓ Methven Simpson Ltd.
- ✓ March-Cady Publishing Co.
- ✓ Marshall Bros. Ltd.
- ✓ Morley & Co., W.
- ✓ Murdochs Ltd.
- ✓ Milson & Sons Ltd., C.
- ✓ Moore Smith & Co.
- ✓ Musical Mail Office
- ✓ Novello & Co.
- ✓ Oliver & Co., Alfred
- ✓ Opus Music Co.
- ✓ Price & Reynolds
- ✓ Pohlmann & Son
- ✓ Parlance, J & R
- ✓ Partridge & Co.
- ✓ Phillips & Page
- ✓ Pitman Hart & Co., F.
- ✓ Paterson & Sons
- ✓ Rutter & Co.
- ✓ Reeves, Wm.
- ✓ Rudall Carte & Co. Ltd.
- 147 Warwour Street, London, W.
- 14 Berners Street, London, W.
- 29 Conduit Street, Leicester.
- 22 London Street, London, E.C.
- Eastwood, Netts.
- 86 Newman Street, London, W.
- 42 Great Marlborough St., London, W.
- 22 Reform-Street, Dundee.
- 16 St. James Walk, Clerkenwell, London, (E.C.)
- 47 Paternoster Row, London, E.C.
- 6 Great Portland Street, W.
- 461 Oxford Street, London, W.
- 15 Milson Street, Bath.
- 19 Hanover Square, London, W.
- 161 Trongate, Glasgow.
- 160 Wardour Street, London, W.
- 82 Wroughton Road, London, S.W.
- 22 Leicester Square, London, E.C.
- 43 High St., Oxford St., London, W.
- Princess Street, Halifax.
- Paisley, Scotland.
- 32 Stockwell Road, London, S.W.
- 5 Oxford Market, London, W.
- 20 Paternoster Row, London, E.C.
- 26 Castle Street, Berners Street, W.
- 2 Moorland Road, Leeds.
- 83 Charing Cross Road, London, W.C.
- 23 Berners Street, London, W.

[ATTACHMENT/ENCLOSURE]

4.

✓ Reid Brod.	72 Wells St., Oxford St., London, W.
✓ Reeks, H.J.	38a Bow Lane, Cheapside, London, E.C.
✓ Swan & Co.	59 Castle Street, London, W.
✓ Sheard & Co.	196 Shaftesbury Avenue, London, W.
✓ Sohott & Co.	157 Regent Street, London, W.
✓ Star Music Co.	51 High St., Oxford St., London, W.C.
✓ Southern Music Co.	23 Silchester Road, St. Leonards-on-Sea
✓ Smith & Co. Ltd., R. Simoroks	210 Strand, London, W.C.
✓ Saville & Co., W.	14 Berners Street, London, W.
✓ Stainer & Bell Ltd.	Bruce Grove, Tottenham, London, N.
✓ Solomon, W.F.	27 Berners Street, London, W.
✓ Thurnham & Sons, C.	Church Street, Barnsley, Evescar.
✓ Taylor & Rayward	Carlisle.
✓ Turner, John Alvey	Vandyck Press, Hull.
✓ Vincent Music Co. Ltd.	39 Oxford Street, London, W.
✓ Withers & Sons, George	60 Berners Street, London, W.
✓ Wood Music Co., B.F.	22 Leicester Square, London, W.C.
✓ Warren & Phillips	12 Rathbone Place, London, W.
✓ Williams Ltd., Joseph	150 Victoria Street, London, S.W.
✓ Wright & Rounds	32 Great Portland Street, London, W.
✓ Weekes & Co.	34 Erskine Street, Liverpool.
✓ Watts & Co., H.	14 Hanover Street, London, W.
✓ Wheatley & Sons	37 Crowndale Road, London, N.W.
✓ Witmark & Sons, M.	46 Terrace Road, Aberystwyth.
✓ Williams Ltd.	186 Shaftesbury Avenue, London, W.
✓ Wickens & Co.	26 Goege Street, London, W.
	Lancashire Court, New Bond Street, London, W.

1912

Phon - Edison

Mr. Berggren:

April 24, 1912.

I hand you herewith copy of agreement between Edison Gesellschaft, Berlin, and Sander Denes of Budapest, for the countries of the Hungarian Crown, Bosnia and Herzogewina, for Edison Dictation Machines for the period of one year, beginning February 1, 1912, with option for a second year.

Enc-

I. W. Walker.

P.S. I also attach correspondence relating thereto.

TELEPHONES: WORKS, 1219 & 1217 WILLESDEN
CITY OFFICE 8030 HOLBORN

COPY MR. MILLER

TRADE MARK

Thomas A. Edison

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION, A.S. & LIEBOW

Missie Room



National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.

City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
GRANDE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS

PHG/LW

151
April 29th 1912

Mr. W.H. Miller, Manager,
Recording Dep't,
Thomas A. Edison Inc.
Orange, N.J.

Dear Mr. Miller,

With the next lot of samples going forward to America, you will find a record sung by Archie Anderson entitled "Will Ye No Come Back Again": also one sung by William Davidson entitled "Oh Sing To Me The Auld Scotch Songs".

These are two very beautiful selections made particularly in response to a request from our Glasgow Dealer, and after hearing them, it seems to me that they must appeal to a large class of buyers in the United States. They are splendidly sung, but in view of the dialect I thought it wise to have prepared and sent to you a copy of the words and you will find the same here with.

I am directing your attention to them with the idea that you might find them desirable for the American List.

Very truly yours,

Managing Director

[ATTACHMENT/ENCLOSURE]

Mr. Dyer.

O SING TO ME THE AULD SCOTCH SONGS.

Written by Dr. Bethune.
Music by J. P. Leeson.

Published by: - Paterson & Sons,
26 Castle St. London, W.C.

O sing to me the auld scotch songs, I' the braid scottish tongue,
The songs my father wished to hear, the songs my Mither sung.
When she sat beside my cradle, or croon'd me on her knee,
And I wadna sleep she sang sae sweet, The auld scotch songs to me.
And I wadna sleep she sang sae sweet, The auld scotch songs to me.

Sing only o' the auld scotch songs, the blithesome or the sad,
They mak' me smile when I am wae, And greet me when I am glad.
My heart goes back to auld Scotland, the saut tear dims my e'e,
And the scotch blood leaps in a' my veins, as ye sing the songs to me.
And the scotch blood leaps in a' my veins, as ye sing the songs to me.

Sing on sing mair o' the auld songs, for ilka ane can tell,
O' joy or sorrow in the past, where mem'ry le'ss to dwell,
The hair grows grey, and limbs grow auld until the day I dee,
I'll bless the scottish tongue that sings, The auld scotch songs to me.
I'll bless the scottish tongue that sings, The auld scotch songs to me.

Sung by Mr. William Davidson, on August Supplement 4th. 12474.

[ATTACHMENT/ENCLOSURE]

Mr. Dyer.

WILL YE NO COME BACK AGAIN.

Written by Lady Hainr.

Published by:- Paterson & Sons,
26, Castle St, London. W.C.

Bonnie Charlie's now awa Safely owre the friendly main,
Mony a heart will break in twa. Should he na'er come back again.
Will ye no come back again, Will ye no come back again.
Better lo'ed ye canna be, Will ye no come back again.

Ye trusted in your Hieland men, They trusted you dear Charlie,
They bent your hiding in the glen, Death or exile braving.
Will ye no come back again, Will ye no come back again,
Better lo'ed ye canna be, Will ye no come back again.

English bribes were a' in vain, tho' puir and puirer we maun be,
Siller canna buy the heart, that beats aye for thine and thee.
Will ye no come back again, Will ye no come back again
Better lo'ed ye canna be, Will ye no come back again.

We watched thee in the gloaming hour, we watched thee in the morning grey
Tho' thirty thousand pound they'd gie, Oh there is nae that wad betray,
Will ye no come back again, Will ye no come back again.
Better lo'ed ye canna be, Will ye no come back again.

Sweet's the laverlook's note and lang, Liltin' wildly up the glen,
But aye to me he sings a sang, Will ye no come back again.
Will ye no come back again, Will ye no come back again.
Better lo'ed ye canna be, Will ye no come back again.

Sung by Mr. Archie Anderson. On August Amberol Supplement 4M.12471

First three verses only.

May 1st, 1912

Mr. Paul H. Cromelin,
National Phonograph Co., Ltd.,
Willesden Junction,
London, E.W.,
England.

Dear Mr. Cromelin:-

Mr. Edison has received copy of your favor of the 10th instant, the original of which you say was presumably mailed by the Titanic. As we have not received the catalogues mentioned in the list accompanying your letter it seems fair to assume that they also were on the lost vessel.

As to duplicating this collection of catalogues, I should say it might be well to wait for a while longer in case there might have been some delay in other quarters. I will keep your letter before me and write you again within the next week or two.

Yours very truly,

WHM/ES

TELEPHONE: (WORKS, 1919 & 1927) WILLESDEN
CITY OFFICES 8080 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION A.B.C. & LEBER



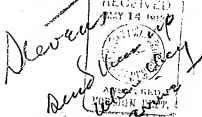
TRADE MARK
Thomas A. Edison
National Phonograph Co., Ltd.
Edison Works
Willesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.
Edison Phonographs & Records

FACTORIES
GRANITE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY NOT THE INDIVIDUAL AND MENTION THESE INITIALS **ATW/MEY.**

3rd May 1912.

Thomas A. Edison Esq.,
Thomas A. Edison Incorporated,
Orange, N.J.



Dear Sir,

We hand you herewith copy of a letter addressed to
Mr. Walter Stevens giving particulars regarding a shipment of
one case marked:-

T. A. Inc. For Mr. Edison.
Orange, N.J. U.S.A.

This case contains 18 Test Masters of trial artistes forwarded
in accordance with your instructions, as per list enclosed herewith.

Yours truly,
NATIONAL PHONOGRAPH COMPANY LTD.,

W. H. Wagner
Assistant General Manager.

CIC.

[ATTACHMENT/ENCLOSURE]

Mr. Edison

APW/MKP.

3rd May 1912.

Mr. Walter Stevens, Manager Foreign Dept.,
Thomas A. Edison Incorporated,
Orange, N.J.

Dear Sir,

We are forwarding through Messrs. Lunham & Moore per
S/S "Minnewaska" sailing on the 4th inst., one case marked:-

T. A.
E. Inc. For Mr. Edison
Orange, N.J.U.S.A.

This case contains 18 Test Masters forwarded against instructions
received from Mr. Edison.

We are requesting Messrs. Lunham & Moore to forward you
direct:-

1. Original B/Lading.
2. Our invoice 5742 for Customs purposes showing
the total value of the goods as £3.15.11.

We now enclose duplicate copy of this invoice, and will forward
duplicate copy of B/Lading as soon as we receive same from the
factory.

Trusting you will have no difficulty in clearing this
case which we would ask you to hold at the disposition of Mr. Edison,
We remain,

Yours truly,
NATIONAL PHONOGRAPH COMPANY LTD.,

Assistant General Manager

[ATTACHMENT/ENCLOSURE]

1/5/12.

CONTENTS OF CASE MARCH:-.

T. A.

E. Inc.

FOR MR EDISON.

ORIGIN A.J., U.S.A.

Miss Violet Stanning.	Soprano.	Song.	1 Master.
" "	"	Song.	1 Master.
Mr Minnie Jones.	Tenor.	Scale.	1 Master.
" "	"	Song.	1 Master.
Miss Doris Cowan.	Soprano.	Scale.	1 Master.
" "	"	Song.	1 Master.
Mr Arthur Kellott.	Tenor.	Scale.	1 Master.
" "	"	Song.	1 Master.
Mr Gordon Thomas.	Tenor.	Scale.	1 Master.
" "	"	Song.	1 Master.
Mr Humphrey Bishop.	Bass.	Scale.	1 Master.
" "	"	Song.	1 Master.
Miss Bondio.	Coloratura Soprano.	Scale.	1 Master.
" "	"	Song.	1 Master.
Sign. Bondi.	Soprano.	Scale.	1 Master.
" "	"	Song.	1 Master.
Mr Harry Leslie.	Tenor.	Scale.	1 Master.
" "	"	Song.	1 Master.

18 MARCHES.

17762

*Please
retype*

*Copy for
Mr. Edison*

172
May 25, 1912

Mr. P. M. Cronelin,
London, England.

My dear Mr. Cronelin:-

I have your cable of the 22nd, and have
replied as follows:

"See letter of Mayes of 17th. If Borghese
is unsatisfactory for duets postpone Agostinelli's
concerted selections. Will write."

In my letter to Mayes of the 17th, I instructed
him to secure a disc record of Borghese and if he thought
his voice was fairly steady it might be worth while to run
a chance and sing duets with Agostinelli, but in case he
did not wish to take this responsibility to have her sing
the 6 solos, a list of which we have sent him, and arrange
to have the other 4 selections sung in America. I under-
stand he is to appear in Boston next opera season. I
would insist on him doing this work and any expense incurred
by him coming to New York from Boston we are willing to pay.
If Borghese does not like this arrangement I do not see
how we can help it, and I would only pay him for the 6 solos
he is to make. In case it should so happen that he will not
come to Boston we will take the other 4 selections at some
later date.

AGOSTINELLI Regarding Agostinelli I would suggest that she
sing the 6 solos we have picked out for her and insist on
her singing the other 4 selections at some later date. We,
of course, to stand any additional expense in the way of
carfare, etc., when they are made.

From your correspondence I have gotten the
impression that they insist on filling their contracts on
certain dates you have give them and that they will not
stand for a postponement, but I think you will be able to
huddle them in a satisfactory manner by allowing them to
sing a certain part of their work and paying them for it,
and singing the balance at a later date.

1064
May 23, 1912

Mr. P. H. Cheselin: #2:----

VENTURA Regarding this singer, Mayer has instructions to finish out his contract with solos. Mr. Edison claims that he will possibly let his solo work go to be used for South American trade, in which case I would suggest that he sing a class of selections that would go in that territory. Ventura might suggest certain concert songs available for that territory.

KORALEK In your cable you also advise that you notified Bernick to be on hand for use in concerted numbers during the month of June. Mr. Edison has not yet heard records of her voice, but will do so in a day or so. I would, however, postpone the engagement you have made with her. I am quite certain this can be done as I understand she is an artist of no great prominence and it is hardly probable that her future bookings are such as to prevent her doing her work at a later date.

In case you think legal complications might arise if we do not complete Argentinelli's contract I would suggest that she sing the following 4 selections, but do not attempt to record them unless absolutely necessary.

Sola nei miei primi anni—"Lohengrin" (Wagner)
Dal giorno che mi son data—"Louise" (Charpentier)
Caro nome—"Rigoletto" (Verdi)
Aria dei gioielli—"Faust" (Gounod)

Yours very truly,

Mgr. Recording Department

Music Room
Messrs. Dyer, Wilson, Wurth, McChesney, Hird, Stevens, Dolbeer, (4/12)
Goodwin, Eckert, Pulino, Simms, Tighe, Youmans and Nehr:

151
Please note that record No. 1128 - BY THE OLD CATHEDRAL
DOOR, will be listed as sung by the "Cathedral Choir" and
not by the Edison Mixed Quartette as given on the October
Supplement recently sent you.

W. H. Miller.

6-8-12.

D

100
fine

Cable

1/2

Cromelin

Have you closed with

Martinetli.

Edison

Sent via Gray
6/15/12

Phone
Honduras

MEXICAN NATIONAL PHONOGRAPH CO. 6/8

Pedido de cliente _____

No. 12134

Vendido por: Barry F. Miller

México, D. F., _____ 191

Remitido a _____

Via _____

Copy of
cable from London

Cantidad pedida	Cantidad enviada
Edison	Contract with Martinelli has not yet been completed negotiations are progressing
Mar 16/18	Cramelin
	I suppose from this you did not take an option awaiting arrival of union or a certain period & the fellow stopped in = Hereafter in matters of this kind get an option

then send voice.

Para Almacén solamente

Rectificado por: Edison
Empacado por _____
Cajas _____
Haccales _____
Paquetes _____
Peso Bruto _____

Para Almacén solamente

Observaciones: _____
Fecha entregada _____
Fecha embarcada _____

ALMACEN.

[PHOTOCOPY]



MEMORANDUM OF AGREEMENT

made the *Twenty first* day of *June* One thousand nine hundred and twelve BETWEEN MESSRS LAPIQUE AND COMPANY carrying on --- business, as general merchants, in Victoria in the Colony of Hongkong of the first part YAM HO of Canton in the Empire of China, merchant, of the second part and AUGUSTUS MARTIN BALDWIN of Victoria afore said, Electrical Engineer, of the third part WHEREAS the said Augustus Martin Baldwin is --- desirous of obtaining ---

the sole agency in China the Straits Settlements and India for the sale and use of the combined moving and talking --- machine manufactured and patented by the National Phonograph Company of the United States of America AND WHEREAS in order to enable the said Augustus Martin Baldwin to take up and operate such agency he has requested the said Lapique and Company and the said YAM HO to furnish him with capital which they have agreed to do upon the terms hereinafter expressed that is to say:

1. The said Lapique and Company and the said YAM HO --- shall furnish in equal shares such capital as they may --- consider necessary to enable the said Augustus Martin --- Baldwin to take up and operate the said agency. The --- capital so furnished shall not be less than ten thousand Dollars Hongkong Currency and shall be placed on current account with some Bank in Hongkong to be approved by the parties in the name of the said Lapique and Company who shall be entitled to draw cheques thereon for the purposes of this agreement.

2. The said Augustus Martin Baldwin shall forthwith upon the said capital being furnished proceed to New York in

[PHOTOCOPY]

order to complete the negotiations for the grant of the said agency. The expenses of the said Augustus Martin Baldwin in proceeding to New York as aforesaid and in obtaining the said agency shall be paid out of the capital so furnished as aforesaid.

3. The net profits to be derived from the operation and development of the said agency shall be distributed as follows: thirty five per cent to the said Lapique and Company thirty five per cent to the said Van Ho and thirty per cent to the said Augustus Martin Baldwin.

4. All necessary books relating to the said agency shall be kept by the said Lapique and Company who shall deliver an account to each of the other parties at the end of every year dating from the commencement of the agency and ----- thereupon the net profits shall be divided in manner ----- aforesaid.

5. The said Augustus Martin Baldwin shall in his own name and ostensibly as principal but in reality as agent for and with the sanction of all the parties to this agreement enter into all necessary contracts in order to take up and operate such agency and he shall be entitled to be fully indemnified against all liabilities under such contracts out of the capital so furnished as aforesaid.

6. This agreement shall continue during the period of the said agency. If for any reason the said agency shall not be ^{or during the period of the said agency} granted, the capital so furnished shall forthwith be returned to the parties who furnished it less any payments made or expenses properly incurred by the said Augustus Martin Baldwin in his endeavors to obtain the said agency.

7. All disputes which shall arise between the parties hereto or any of them either during this agreement or after its determination and whether in relation to the interpretation of this agreement or to any act or omission of either

[PHOTOCOPY]

...the dispute shall be referred to and determined by
arbitration in accordance with the provisions of Chapter XXIV
of the Code of Civil Procedure.

IT WITNES whereof the parties have hereunto set their
hands the day and year first above written.

SIGNED by the said Lapicque
and Company (by J. P. M.
Lapicque)

(a partner thereof)
Tan Ho and Augustus Martin
Baldwin in the presence of

Mr. Charles Francis
White,
Hong Kong.

Spaced
White to Richard Martin & Co.
China, Hong Kong

INTERPRETED to the said Tan
Ho in the Chinese language

by
Mr. John Lee
Chinese Interpreter
Solicitor, Hong Kong.

J. P. Lapicque 167

Am. Baldwin

167
167

[PHOTOCOPY]



TO ALL TO WHOM THESE PRESENTS SHALL COME I CHARLES DAVIS
WILKINSON Notary Public, duly authorized, admitted, and sworn,
practising at Victoria in the Colony of Hongkong do hereby
certify that I was present on the Twenty first day of June
instant and did see J. P. M. Lamare, Tan Ho and Augustus Martin
Baldwin the persons named in the paper writing or Agreement
hereunto annexed, duly sign the said Agreement and that the name
P. A. Lapique & Co, Tan Ho and A. M. Baldwin thereto subscribed
are of the respective proper handwriting of the said J. P. M.
Lamare, Tan Ho and Augustus Martin Baldwin and that the names
M. Reader Harris and N. Yaobhi thereto subscribed are of the
respective proper handwriting of the said M. Reader Harris and
N. Yaobhi both of Victoria aforesaid the subscribing witnesses
thereto.

IN WITNESS WHEREOF I have hereunto
subscribed my name and affixed my seal of
office this Twenty-second day of June in the
year of our Lord One thousand nine hundred
and twelve.

NOTARY PUBLIC,

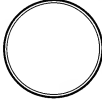
Number of
Certificate

78547

June 22, 1912
1912 *Plow. Foreign* [Form No. 6a.]

"THE COMPANIES (CONSOLIDATION) ACT, 1908."

FORM E.



Summary of Share Capital and Shares of THE EDISON MANUFACTURING COMPANY ~~LIMITED~~

to the 22nd day of June 1912 (being the fourteenth day after the date of the First Ordinary General Meeting in 1912.) Limited made up

Nominal Share Capital, £. 100 divided into 100 Shares of £1 each.

Total Number of Shares taken up to the 22 day of June 1912 (which number must agree with the total shown in the Table at the end of this Form) 100

Number of Shares issued subject to payment wholly in cash 100

Number of Shares issued as fully paid up otherwise than in cash

Number of Shares issued as partly paid up to the extent of per Share otherwise than in cash

There has been called up on each of 100 Shares £11. 0. 0.

Total amount of Calls received, including payments on application and allotment £ 100

Total amount (if any) agreed to be considered as paid on Shares which have been issued as fully paid up otherwise than in cash

Total amount (if any) agreed to be considered as paid on Shares which have been issued as partly paid up to the extent of per Share

Total amount of Calls unpaid

Total amount (if any) of sums paid by way of Commission in respect of Shares or Debentures or allowed by way of Discount since the date of last Summary

Total amount (if any) paid on Shares forfeited

Total amount of Shares and Stock for which Share Warrants are outstanding

Total amount of Share Warrants issued and surrendered respectively Issued £ Stock £

since date of last Summary Surrendered £

Number of Shares or amount of Stock comprised in each Share

Warrant

Amount of Stock

Number of Shares

Total amount of debt due from the Company in respect of all mortgages and charges which have been registered in England, Wales, and the City of London, and if the Company had been registered in England, would be required to be registered with the Registrar of Companies, or which would require registration if created on and after the first day of July, 1908

£ Nil

NOTE.—Selling Companies must add a list of all their shares of business value separately.

If of any of the above items, of £10 and £5) state the numbers and number of shares.

If the return must be signed, at the end, by the Manager or Secretary of the Company.

Presented for filing by

T. A. Watson & Co.

57, Lincoln's Inn Fields

The Solicitors' Law Stationery Society, Limited, 25, Chancery Lane, W.C.2R, Walbrook, E.C.4, Victoria Street, S.W.,
PRINTERS AND PUBLISHERS OF COMPANIES' BOOKS AND FORMS.
Companies Form E.—2312-12

Names and Addresses of the Persons who are the Directors of

THE EDISON MANUFACTURING COMPANY Limited,

on the 22nd day of June 1912.

Names.	Addresses.
GEORGE GUYTON MARKS	St. Bernards, Osterham Valley.
FRANK L. DYER	Orange, N.J., U. S. A.
THOMAS ALVA EDISON	" " "

List of Persons holding Shares in THE EDISON MANUFACTURING

Limited, on the 22nd day of JUNE 1912, showing their Names and Addresses, the date of the last Return.

NAMES, ADDRESSES AND OCCUPATIONS.

Index to Register containing References	NAME, ADDRESS AND OCCUPATIONS.		
	Surname.	Christian Name.	Address.
1	MARKS	George Oryden	St. Bernard, Oattham
1	MARKS	Emily Mary	Myrtle Cottage, Eltham
2	MARKS	Amelia A.	" "
3	MARKS	Herbert R.	23, Tockbury Avenue, N.
6	ROSEBROOK	Robert A.	Hampstead, Tottenham
4	DOD	Henry B.	56, Chancery Lane
5	DYER	Frank L.	Orange, N.J., U. S. A.
5	EDISON	Thomas A.	" " "
			Civil Engineer
			Accountant
			Engineer
			"
			"
			Attorney
			Inventor

NOTE.—This margin is reserved for binding, and must not be written across.

1912., and of Persons who have held Shares therein at any time since and an Account of the Shares so held.

ACCOUNT OF SHARES					REMARKS
* Number of Shares held by Members at date of Return *	† Particulars of Shares Transferred since the date of last Return by persons who are still Members of society	† Particulars of Shares Transferred since the date of last Return by persons who have ceased to be Members.			
Number :	Date of Registration of Transfer	Number :	Date of Registration of Transfer		
11					
1					
1					
1					
1					
1					
10					
74					
100					

(Signature)

(Description)

(i.e., Manager or Secretary)

100

(i.e., Manager or Secretary).

NOTE.—This margin is reserved for binding, and must not be written across.

[illegible]

TELEPHONE: WORKS, 1218 & 1217 WILLESDEN
CITY OFFICES, 2080 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION-ABC & LIREX

TRADE MARK
Thomas A. Edison



National Phonograph Co., Ltd.

Edison Works

Wilkesden Junction, London, N.W.

City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS AFW/MR.

Thomas A. Edison Esq.,
C/o Thomas A. Edison Ltd.,
Orange, New Jersey, U.S.A.

FACTORIES
BRUSSELS, BELGIA
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

5th July, 1912.

12352
DICTATED TO THE
EDISON DICTATING
MACHINE.

Dear Sir,
We enclose herewith copy of letter addressed to
Mr. Walter Stevens advising shipment among other goods
of one case containing sixteen Test Master Records
forwarded in accordance with your instructions.

We also enclose typewritten list showing
particulars of the selections recorded on the Test Masters.

Yours truly,
THE NATIONAL PHONOGRAPH COMPANY LTD.

Assistant General Manager.

[ATTACHMENT/ENCLOSURE]

AFH/MR.

5th July, 1913.

Mr. Walter Stevens,
Manager Foreign Department,
Thomas A. Edison Incorporated,
Orange, New Jersey. U.S.A.

Dear Sir, We are forwarding through Messrs. Lunham & Moon
per S.S. "Oceanic" sailing on the 10th inst. five cases
consigned to Thomas A. Edison Incorporated,
122 West Street,
New York. U.S.A.

The one case marked

T. A.
E. Inc.
122 West Street,
New York
U.S.A. For Mr. Edison

contains sixteen Test Masters, and we would ask you to
kindly forward these on to Mr. Edison on whose instructions
they are being forwarded.

The four cases marked:

T. E.
E. Inc. Special Masters 1 - 4
122 West Street
New York
U.S.A.

contain 46 - 10" Master Records and 34 - 12" Master Records
of Grand Opera talent. These should be forwarded to the
factory as usual.

[ATTACHMENT/ENCLOSURE]

-2-

Mr. Walter Stevens.

We have instructed Messrs. Lunham & Moore to mail to you direct the necessary Shipping Documents, namely,

1. Original Bill of Lading,
2. Our invoices 5777 (£71.18.4d.) & 5778 (£3.5.8d.) showing the value of goods for Customs purposes.
3. Consular Certificate.,

and we now enclose copies of these invoices herewith.

We will forward a duplicate copy of Stamped Bill of Lading as soon as we receive same from the Shippers.

We have effected an Insurance on the seventy Disc Masters for an amount of £1000., but the Test Masters are not covered by Insurance.

We trust you will have no difficulty in clearing these over through the Customs, and forwarding to their respective destination without delay.

Yours truly,
THE NATIONAL PHONOGRAPH COMPANY LTD.

Assistant General Manager.

[ATTACHMENT/ENCLOSURE]

Copy.

CONTENTS OF CASE MARKED:-

T. A. For Mr. Edison.
E. Inc.

16 Test Masters.

122 West Street NEW YORK
U.S.A.

Masters.

Miss Ethel Dancy.	Contralto	Rose in the Bud. & Scale	2
Miss Emilia Corsi	Soprano	O Patria Mia & Scale	2
Mr. Charles Roff	Baritone	Drake Goes West & Scale	2
Miss Hilda Gragg-James	Contralto	Rose in the Bud & Scale	2
Miss Ethel Williams	Soprano	Dearest Heart & Scale	2
Miss Mary Williams	Contralto	The Rosary & Scale	2
Mr. Berwick Cawley	Baritone	Love could I only tell Thee & Scale	2
Carlo Albani	Tenor	O mato asil. William Tell & Scale.	2
			<u>MASTERS:16</u>

Photo
3/24/44

7/8

Cable Cronin —

What is trouble Martinelli

Dont want to lose him

Cable briefly

{ dis on

7/8/12
Pia for Dept

phon
Barney

New York, July 9th, 1912.

MR STEVENS:-

I beg to enclose, herewith a cable from London, reading:

EDISON SINCE PREVIOUS ADVICES MARTINELLI
DESINCAR has been engaged
BY COVENT GARDEN SYNDICATE FOR SEVERAL YEARS THEY GET HALF HIS TALKING MACHINE
EARNINGS URGING HIM SING FOR GRAMOPHONE VICTOR RECORDS HE
DESINCAR has been engaged
METROPOLITAN NEW YORK
DESBAUDRETS endeavoring to
MAKE DEAL WHEREBY HE WILL SING FOR US IN NEWYORK WILL
BULLENKOPF cable immediately
COMANDAVA something definite
TAKES PLACE
CROMELIN

J Miller

Mr Edison

[ATTACHMENT/ENCLOSURE]

WESTERN UNION
ANGLO-AMERICAN DIRECT UNITED STATES
CABLEGRAM
THEO. N. VAIL, PRESIDENT

Form 2876

Received at 16 BROAD STREET, NEW YORK

MLBR 380

LONDON 52/61

ZIMOTIC NYK

EDISON SINCE PREVIOUS ADVICES MARTINELLI DESINCAR BY COVENT
GARDEN SYNDICATE FOR SEVERAL YEARS THEY GET HALD HIS TALKING
MACHINE EARNINGS URGING HIM SING FOR GRAMOPHONE VICTOR MEANWHILE
HE DESINCAR FOR METROPOLITAN NEWYORK DESBANDEIS MAKE DEAL
WHEREBY HE WILL SING FOR US IN NEWYORK WILL BULLENKOPF
COMANDAVA TAKES PLACE -CROMELIN-

Translated by _____
Checked by WAS

1912 JUL 9 PM 12 50



TELEPHONES: WORKS, 1216 & 1217 WILLESDEN
CITY OFFICES 2050 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES URSC WESTERN UNION A.E.C. & LIEBENS

TRADE MARK
Thomas A. Edison



TRADE MARK
Thomas A. Edison

IN REPLYING ADDRESS THE COMPANY NOT THE INDIVIDUAL AND MENTION THESE INITIALS

National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
PARIS
SYDNEY
BUENOS AIRES

9th July 1912.

Thomas A. Edison Esq.,
Orange,
New Jersey.

Dear Mr. Edison,

You will find attached a memorandum of test records which have recently been made and shipped to you, and also press notices and particulars in regard to most of the Artists. Up to the present we have received no particulars from Madame Emilia Corsi and Signor Carlo Albani, but these are two well known Opera Artists.

Very truly yours,

John C. ...

[ATTACHMENT/ENCLOSURE]

<u>NAME OF SINGER</u>	<u>CLASS</u>	<u>SELECTION</u>	<u>MASTERS</u>
Miss Ethel Danoy	Contralto.	Rose in the Bud	& Scale. 2
Miss Emilia Corsi.	Soprano.	O Patria Mia	& Scale. 2
Mr. Charles Roff.	Baritone.	Drake goes West.	& Scale. 2
Miss Hilda Cragg-James.	Contralto.	Rose in the Bud	& Scale. 2
Miss Ethel Williams	Soprano.	Dearest Heart.	& Scale. 2
Miss Mary Williams	Contralto	The Rosary	& Scale. 2
Mr. Berwick Cawley	Baritone.	Love could I only tell thee.	& Scale. 2
Carlo Albani.	Tenor.	O mato asil. William Tell.	& Scale. 2

[ATTACHMENT/ENCLOSURE]

Mr Edison -
Herewith the case
of records as per attached letter.

W. Brown

phone
signing

Cable 7/16

Pomelin -

Armondi not wanted

Σ

Saint 7/16/12

GRAND HÔTEL BAGLIONI

VIA DELL'INDIPENDENZA

BOLOGNA

Prop. GUIDO BAGLIONI

Stevens, I will then through
Laboratory of Bologna July 23rd 1912
Thomas A. Edison, Orange N.J.

Dear Sir,

On the 20th inst. I shipped you on the
"Vaderland" of the Red Star Line sailing at Antwerp,
116 trial records of 68 Artists:

- 56 Italians
- 1 Argentine
- 3 Americans
- 2 Spanish
- 2 French
- 2 Russian
- 1 Polish
- 1 Chilean

and with voices as follows:

- 1 Coloratura Soprano
- 17 Lyric "
- 5 Dramatic "
- 10 Mezzo Soprano & Contralto
- 19 Lyric Tenor
- 2 Dramatic "
- 11 Baritone
- 3 Basso

Information sheets regarding all these artistes are
herewith enclosed.

Adress Télégraphique: HOTEL BAGLIONI - BOLOGNA

GRAND HÔTEL BAGLIONI

VIA DELL'INDIPENDENZA

BOLOGNA

Prop. GUIDO BAGLIONI

Laboratory of
Thomas A. Edison - Page 2 Bologna July 23 1912

With the trials I also shipped:

2 Disc records by De Tura - Tenor
1 " " " Frascani - Mezzo Soprano
1 " " " Russ - Soprano
1 " " " Cappelli - Tenor
1 " " " De Muro - Tenor
1 " " " several artistes but to pass

on the merits of Salvati - Tenor.

Also photographs of Labia, Albani, Bori, Farneti, Galvany, Taticanti and Stanzani for Mr. Walter H. Miller.

You will notice that in some trials the selection is incomplete. Being rather short of blanks we were unable to make them over, and as the records were otherwise alright we thought this would be sufficient to give you a clear idea of the voice. In some other cases the artiste was reluctant to sing more than once and some refused to sing a scale.

By a mistake of the shipper the first case sent will go on the Kaiser Friedrich der Grosse leaving Genoa the 25th inst, so that you will receive the second shipment a few days before the first, as the S.S. Vaderland should reach New York August 1st and the S.S. Kaiser Friedrich August 6th.

Very respectfully yours

H. F. Tosi

Même maison : GRAND HÔTEL BAGLIONI - FLORENCE (près de la Gare)

TELEPHONES: WORKS 1218 & 1217 WILKESDEN
CITY OFFICES 8030P HOLBORN

Phono Music

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION A.B.C. & LEBERS

TRADE MARK
Thomas A. Edison



TRADE MARK
Thomas A. Edison

National Phonograph Co., Ltd.

Edison Works
Wilkesden Junction, London, N.W.
City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
BRANDE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS

PHC/AP.

July 27th 1912.

Wm. H. Meadowcroft Esq.,
c/o Thos. A. Edison Inc.,
Orange, N.J.

Dear Mr. Meadowcroft,

I duly received yours of July 8th, and have purchased from Reeves all of the works desired by Mr. Edison which were still on hand. As anticipated by you, many of these were already sold, but I have obtained a very interesting lot, and they will be shipped to New York by next steamer.

I also made the purchase of Jos. Williams Ltd., as instructed and these books will go forward with the Reeves lot.

Herewith please find Reeves catalogues 38 and 39 in duplicate. Others will be mailed you as issued.

I will write you later about Quaritch and send you by next mail a complete list of books purchased, the invoice of which will be made out to Thomas A. Edison Inc., for Mr. Edison's personal account.

Awaiting your further wishes,

Very truly yours,

John G. Randol
Managing Director.

*Reeves catalogue 36 also inclosed.
those marked ✓ in red ink were purchased*

TELEPHONES: WORKS, 1218 & 1217 WILLESDEN
CITY OFFICES, BORO HOUGHSTON

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION, A.B.C. & LIPSON

TRADE MARK
Thomas A. Edison



TRADE MARK
Thomas A. Edison

National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.

City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
ORANGE, N.J. U.S.A.
—
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS PHG/AP.

July 28th 1912.

Mr. W. H. Meadowcroft,
C/o Thos. A. Edison Inc.,
Orange, N.J.

Dear Mr. Meadowcroft,

I am sending you herewith a duplicate of Bills 7318 and
7319, the originals of which have been forwarded through to Mr.
Eckert, covering the purchases of books made for Mr. Edison's
personal account.

Very truly yours,

Wm. H. Meadowcroft
Managing Director.

[ATTACHMENT/ENCLOSURE]

TELEPHONE- (1215) WILLEDEN.

YOUR REQ. NO.
OUR "

Make all Cheques, Drafts and Money Orders payable to National Phonograph Co., Ltd.

In Referring to this, mention Bill No.

copy
7319

NATIONAL PHONOGRAPH COMPANY, Ltd.

EDISON WORKS,

WILLEDEN JUNCTION,

LONDON, N.W.

THOMAS A. EDISON, INC. APPARATUS.
EDISON PHONOGRAPHS AND RECORDS.
EDISON PRIMARY BATTERIES.
EDISON KINETOSCOPES & MOTION PICTURE FILMS.
EDISON DICTATING MACHINES.

SOLD TO Messrs Thomas A Edison, Ltd.,
London.

27 July 1912

SHIPPED Via.

DATE

PKGS.

CASES

Terms-Nett Cash.

To cost of Books purchased by us from Messrs. Joseph Williams (Limited) 32 St Portland St, London, W. for Mr. Thomas A. Edison, as follows:-

Music and it's appreciation - Macpherson
The Modern Orchestra - Widor (10/- less 25% -)
Selection of Solfeiggies - Recol

(3 @ 2/- less 25% -)
(5 @ 5/- less 25% -)

Appendix -
Analytical Edition of Beethovens Sonatas #10
(3 @ 1/5 less 25% -)
(7 @ 1/- less 25% -)

Thumb Nail plots - No charge.

Difference in exchange £ 4.30 and £ 4.35 on above -

2	1
7	6
6	2
11	11
3	4
5	3
11	7
5	1
11	11

SPECIAL NOTICE

The Goods involved hereon are the subject of conditions set forth in our price agreement, and the acceptance of such goods will be assumed by us as an undertaking upon your part to be bound by such terms and condition of sale.

Form No. 3.

**WESTERN
UNION**

Cable Message

**WESTERN
UNION**

THE WESTERN UNION TELEGRAPH COMPANY.

INCORPORATED
ROBERT C. CLOWRY, President and General Manager.
THE LARGEST TELEGRAPH AND CABLE SYSTEM IN EXISTENCE. CABLE SERVICE TO ALL THE WORLD.

SAVES OFFICES AND 85,000 ADDITIONAL TELEGRAPH AND TELEPHONE CONNECTIONS IN NORTH AMERICA.

DIRECT AMERICAN CABLES NEW YORK TO GREAT BRITAIN.

CONNECTS NEW YORK AND AMERICAN DIRECT U. S. ATLANTIC CABLES.

DIRECT COMMUNICATION WITH GERMANY AND FRANCE, GUA, WEST INDIES, MEXICO AND CENTRAL AND SOUTH AMERICA.

WITH PACIFIC CABLES TO ALASKA, HONOLULU, AUSTRALIA, GUAM, THE PHILIPPINES, JAPAN, ETC.

Branch Offices in Principal Cities of Great Britain and the European Continent. All Foreign Telegraph Stations accept Messages to be sent

"Via WESTERN UNION."

NUMBER	SENT BY	RECD BY	No. OF WORDS	FROM
52 NY		0	28 WEEK END LETTER	LONDON 29 TH

RECEIVED at
338 NASSAU, NEW YORK, N. Y.
TELEPHONE 436 & 42
ALWAYS OPEN

—JULY 29TH, 1912—

THOMAS A EDISON,

ORANGE, N. J.,

REFERRING MY LETTER JULY TWENTIETH WE HAVE ALREADY SECURED FIVE

SOLOS FROM MARTINELLI TWO DUETS WITH AGOSTINELLI. TREAT MATTER

CONFIDENTIAL UNTIL FURTHER ADVICES.

CROMELING

12-18 A



Rome, July 31, 1912

Laboratory of
Thomas A. Edison,
(Orange, N.J.)

Dear sir,

In a few days I will be through here in Rome and I will ship you a case of trials taken here, in Florence and Bologna.

It is very warm in Italy at present, all the Opera Houses are closed and the best singers are in the country for their Summer vacation. All the attention of musical Europe is now focused on the Operatic Festival of Munich and for this reason

I decided to go there soon after

leaving Rome.

The Festival will begin with Mozart's Operas that require singers with well educated voices. I hope I will succeed in sending you trials of the best voices there.

The second part of the Festival will be of Wagnerian operas and their singers will not be so interesting to us.

At the middle of Sept. I should be back to Milan to take trials of several good artists singing in So. America at present and of several others that I was unable to reach before.

In this way I will have covered in a very thorough:



Laboratory of Thomas A. Edison

(2)
manner the field of Italian
Opera by Italian and Foreign
Artistes. This I consider the
most important part of my
work here in Europe.

Starting from October
I should cover France, Spain,
Austria, Germany and Russia
and considering only one
month in each country, it
will take me until March 1903
to end my work.

Is this your desire
or do you wish that I should
end my trip sooner?

Will you kindly give me
your instructions by registered
mail
% Hotel Baglioni
(Italy) Bologna

With my best regards,

I beg to remain,
Very respectfully yours,

Humbert F. Tosi.

TELEPHONES: WORKS, 1216 & 1217 WILLEDEN
CITY OFFICES 8020 HOLBORN

THOMAS A. EDISON LTD.,
Successors to

TRADE MARK
Thomas A. Edison

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION, A.B.C. & LIEBEN



TRADE MARK
Thomas A. Edison

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS *A.T.W./MR.*

National Phonograph Co., Ltd.

Edison Works
Willesden Junction, London, N.W.

City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

Stevens
22nd AUGUST, 1902

Mr. Thomas A. Edison,
C/- Thomas A. Edison Incorporated,
Orange, New Jersey, U.S.A.

REGISTERED IN
EDISON DICTATING
MACHINE

Dear Sir,
We hand you herewith copy of letter addressed
to Mr. Walter Stevens giving particulars regarding a
shipment of five cases which go forward per S/S
"New York" sailing tomorrow the 3rd inst.

Case No. 4 marked Thomas A. Edison,
122 West Street,
New York, U.S.A.
Printed Matter

contains the Music Books purchased here on your behalf
in accordance with advices from Mr. Meadowcroft who
has already been fully advised by letter from Mr.
Cromelin in regard to the titles and cost of the Music
Books contained in this case.

Yours truly,
THOMAS A. EDISON LTD.

W. H. Wagner
Assistant General Manager.

[ATTACHMENT/ENCLOSURE]

APR 1912.

2nd August, 1912.

Mr. Walter Stevens,
Manager Foreign Department,
Thomas A. Edison Incorporated,
Orange, New Jersey, U.S.A.

Dictated to the
EDISON Dictating
Machine.

Dear Sir,
We are forwarding through Messrs. Latham
& Moore per S/S "New York" sailing tomorrow the 3rd
inst., five cases with marks and contents as follows:

Case 1 marked T. A. New York
E. Inc. For Mr. Dyer contains

1 Gyroscopic Camera complete with battery.

Case 2 marked T. A. New York
E. Inc. For Mr. Dyer contains

1 spare battery & 1 film box for
Gyroscopic camera.

1 Pathé Home Cinematograph complete
with two films, 1 spare box lamp
1 bottle cement, 1 film marker, &
winding knife for springs, 1 box
cleaning accessories, 1 spare reel

Case 3 marked T. A. New York
E. Inc. for Mr. Dyer contains

1 Pathé screen and frame for Home
Cinematograph

Case 4 marked Thomas A. Edison
122 West Street,
New York, U.S.A. contains

Music Books as enumerated on the
Consular invoice.

Case 5 marked T. A. 122 West Street,
E. Inc. New York, U.S.A.
contains:-

[ATTACHMENT/ENCLOSURE]

-2-

Mr. Walter Stevens:

27 British Amberol Masters as follows:-

- 3 - 12496 "CHRISTMAS FAIRINGS"
- 3 - (a) "SELECTION OF GOUNOD'S WALTZES"
- 3 - 12503 "WALTZ REEL"
- 3 - 12506 "THE FLORAL DANCE"
- 3 - (b) "THE CORPORAL'S DITTY"
- 3 - 12504 "ALEXANDER'S BAGPIPE BAND"
- 3 - 12500 "FRANZINI'S GIGS"
- 3 - (c) "THAT'S WHAT THE ROSE SAID TO ME"
- 3 - 12502 "FIDDLIN' DEE DEE"

Cases one, two and three, containing Gyroscope camera and Pathe Home Cinematograph with accessories should be forwarded to Mr. Dyer, case four containing Music Books should be forwarded to Mr. Edman and case five containing 27 Amberol Masters (British) should be forwarded to the factory.

We have requested Messrs. Lunham & Moore to forward you direct

- 1. Original Bill of Lading
- 2. Our invoice No. 5782 showing an amount of \$69.5.6. being the declared value of all the goods contained in the five cases for Customs' purposes.
- 3. Consular certificate covering the five cases, the total value being over £20.

We now enclose with this letter

- 1. Duplicate copy of our invoice 5782 for Customs' purposes above referred to
- 2. Duplicate copy of our order No. 5388 calling for 2,000 Amberol records of the British November Supplement.

and we will forward duplicate copy of bill of lading as soon as we receive same from the Shippers. We are advising Mr. Edison, Mr. Dyer, and Mr. Wilson in regard to this shipment, and we hope you will have no difficulty in clearing the cases through the Customs', and forwarding same to their respective destination.

Yours truly,
THOMAS A. EDISON LTD.

Enclosures:
Copies of
Invoice 5782, copy of
Order 5388.

Assistant General Manager

TELEPHONE: 1216 & 1217 WILKESDEN
CITY OFFICE: 2030 HOLBORN

TELEGRAMS & CABLES: RANDOLPH, LONDON
CODES USED: WESTERN UNION, A.S. & LIRESS

THOMAS A. EDISON LTD.,
Successors to

TRADE MARK
Thomas A. Edison



TRADE MARK
Thomas A. Edison

National Phonograph Co., Ltd.

Edison Works
Wilkesden Junction, London, N.W.

City Offices & Showrooms: 25, Clerkenwell Road, E.C.

Edison Phonographs & Records

FACTORIES
ORANGE, N.J., U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

IN REPLYING ADDRESS THE COMPANY NOT THE
INDIVIDUAL AND MENTION THESE INITIALS

PHC/AP.

August 3rd 1912.

Mr. Thomas A. Edison,
Orange,
New Jersey.

Dear Mr. Edison,

I have just received your cablegram which reads
translated:-

"Do not permit Columbia or any one else have Martinelli
want at least one tenor exclusively"

In reply, as indicated in my letter of July 20th,
which has doubtless reached you, the arrangement we made with
Columbia, to beat out the Gramophone on Martinelli is such that
we could not in good faith refuse them the right to use Martinelli,
if we had the power to do so.


The paper dated August 3rd which I had Martinelli sign,
was hurriedly scribbled by me in an interview with him, and the
intention was to tie him up in such a way that he would be ours
exclusive to the extent we were willing to duplicate any bonafide
offer he might have from third parties in the future. In examining
the wording closely later, I found that it ties him up in such a
way that he is not empowered to make an exclusive contract with
anyone else, but unfortunately is so worded that he is not bound
not to sing for others if he wishes to. After we had made
several songs, I took this matter up with him, and changed the
language of the letter so as to make him agree not to sing for
anyone else exclusively or otherwise, but all efforts on my part
to get him to initial an interlineation to this effect were un-
availing. He promised that he would not sing for anyone else
without first communicating with Bocchi and giving us a chance to
duplicate the offer, but regretted that he had signed anything

Mr. T. ... Nelson.

because of the difficulty it was going to get him into with the Milan Syndicate, and would not consent to any interlineation.

He left here for Milan declining to sing for the Columbia Co. at that time, explaining that he was afraid to do so, and that if they wished to have him sing, they might make him a proposal at Milan which he would give consideration later. That is how the matter now stands. He expects a row of course with the Milan Syndicate, and I have pointed out to him that it would be in every way to his interest to take up with us exclusively (subject to our understanding with Columbia), and that we would feature him in a big way, and it worth his while not to sing for others.

Very sincerely yours



show foreign Recd + Ans.
8/5/14

Council -

It is rumored here that
Jean de Reszke ^{of Paris} is coming
over to sing in Concert
tome this winter - he is
a favorite - better see him &
tell him that I want to show
him the great improvements
in phonograph which will be
an aid in his teaching &
also not to agree to make
any records for any Co.
until he hears how
perfect we record &
reproduce the voice
~~the~~ S

52960

August 7, 1912.

Mr. H. F. Miller,
Laboratory.

I return herewith letter from Mr. Tosi referred to us by
Mr. Edison and having reference to shipments of records, etc. via S.S.S.
"Vaderland" and "Kaiser Friedrich der Grosse". Those forwarded via
"Vaderland" have already been delivered to you and we shall forward those
via "Friedrich der Grosse" immediately they are received.

W. Stevens.

WSS/MAE.

Cue

Please supply Italy

52996

August 8-1912.

MR. F. H. MILLER.....

Referring to my memo. of the 3d inst. regarding shipment
of records from Italy, per S/S "Vaderland," I beg to advise that the second
case of this shipment containing disc records and phonographs has been for-
warded to Mr. Walter Miller, at 79 5th Avenue, in accordance with his tele-
phone request.

WAL T. STEVENS.

WSS/AG

WSS

4pc
Foreign

Mr. Edison.

file

PHC/GA.

12th August 1912.

Mr. W. H. Miller,
Manager, Recording Dept.,
Thomas A. Edison Inc.,
78-83, Fifth Avenue,
New York.

Dear Mr. Miller,

I hand you herewith the original of our letter from Martinelli signed August 3rd of which you have been formally advised.

I tried to get an interlineation of the words "or otherwise" to the agreement, signing both copies with my initials, but Martinelli as I have previously written would not consent to any change in the original draft. You will notice a memo in Bocchi's handwriting on the top of the letter however, in which he makes a record of the fact that Martinelli gave us his word that he would never sign for any other Company without first informing us and finding out what we intend to do. This is the best we can do under the circumstances.

Very truly yours,

Paul H. Cromelin

Managing Director. *ga*

Ditacted by Mr. Cromelin but signed in his absence.

[ATTACHMENT/ENCLOSURE]

Copy

In presence of Miss Amy Evans of the Covent Garden Theatre Mr. Martinelli gave me his word that he will never sing for any Phonograph Co. without informing us first and see what we intend to do.

(Signed) A. BOOCHI.

Edison Works,
Willesden Junction,
London, N.W.

Aug. 3rd 1912.

National Phonograph Co. Ltd.,
London.

Dear Sir,

Referring to the ten songs which I have sung for you and for which you have paid me £42 (forty-two pounds) per song and are to pay me a royalty of 10% of the wholesale price of the records sold I hereby confirm my verbal agreement not to make in this or any other country a contract to sing exclusively or otherwise for another person or Company for mechanical instruments without first submitting the offer in writing to you and giving you the right to duplicate same. If you do not agree to duplicate such offer in 30 days I am free to enter in any agreement I see fit. I also confirm that I have not made records for any other Company.

Very truly yours,

(Signed) G. MARTINELLI.

A.Boochi.

Accepted
National Phonograph Co. Ltd.,
(Signed) PAUL H. CROMELIN,
Managing Director.

Pls. reply
No. 53190

August 13th, 1912.

Mr. Meadowcroft:

I return herewith a letter received from London, referred to me by Mr. Edison. We have received documents covering the shipment referred to therein, and immediately the shipment is cleared through the customs, we shall make delivery to the proper parties.

W.S.
Walter Stevens.

Encl.

VMS
C

Enc

Thomas Edison
Mr. Edison.

AUG 31 1912

AUG 29 Rec'd

PHC/GA.

21st August 1912.

Mr. Walter H. Miller,
Manager, Recording Dept.,
Thomas A. Edison Inc.,
70-83, Fifth Avenue,
New York.

Dear Mr. Miller,

I have duly received yours of August 7th confirming cablegram which Mr. Edison sent in regard to the tenor Martinelli.

As formerly advised Martinelli has not sung for the Columbia Company up to the time he left here, and they expected to get him in Milan later under their general arrangement with us - that is - if he wished to sing for them. I will make inquiry of the Columbia people and ask them what the situation is, and see what we can do with a view to having them stand off as suggested.

I note that you have been able to close with Madame Labia on a proposition for her exclusive services, and that Mr. Edison would like to make a contract along similar lines with Madame Akte. The latter singer writes that she expects to be here the middle of September, and we have communicated with her stating that we have an interesting proposition we want to put up to her when she is in London. At the present time she is in

*Walter, better send Copy
Labia Contract as*

*asked for, is after changed
if you thought that be good
Edison
to show her Labia*

Mr. W. H. Miller,

.2.

B1.8.12.

AUG 24 P M

Helsingfors.

I will be glad to have you send me a copy of the Agreement with Madame Labia on receipt of this even before you have her signature to same, as we can use it as the basis for the general agreement to be worked out with Madame Akie.

I am particularly interested in learning what your experiences have been with Orville Harrold, and how his work has turned out. Sublograms appearing in the morning papers indicate that Mr. Hammerstein has decided not to attempt another season of Grand Opera in London, and has cabled instructions to his Agents here to either sell or lease the London Opera House. This is interesting news. Before Harrold left here, he intimated that Hammerstein would in all probability pay his forfeit of \$100,000, and open up again in New York in Grand Opera work.

With kindest personal regards,

Very truly yours,



Managing Director.

Between the EDISON-GESSELLSCHAFT m.b.H., Berlin, Friedrichstr. 10 (hereinafter called the "Company") of the one part and Mr. Hermann Moos, Zürich I, Löwenstrasse 61 (hereinafter called the "Agent") of the other part, it is agreed as follows:-

§ 1 .

The Company appoints the Agent as sole and exclusive agent for the sale of Edison Business Phonographs and Accessories as sold by, and listed in the catalogues of the Company for Switzerland.

§ 2 .

This agreement to be for one year, beginning with September 1st 1912, but it shall only go into effect if signed by the authorized Manager of the Company.

§ 3 .

The Agent agrees with the Company to purchase during the first year of this agreement at least 80 (eighty) complete Edison Dictating Machines, exclusive of Shaving Machines. Of this quantity 20 (twenty) machines must be taken until the end of November 1912, 20 (twenty) until the end of February 1913, 20 (twenty) until end of May 1913 and the last 20 (twenty) machines until end of September 1913.

§ 4 .

If the Agent has fulfilled all the conditions of this agreement, he has the option to renew the agreement for a second year on exactly the same terms and conditions, with exception of the quantity of machines to be purchased during the second year, which is to be raised to 100 (one hundred) Dictating Machines (without Shaving Machines). Of this quantity 25 (twenty-five) dictating machines must be taken every three months.

§ 5 .

The Company's terms and prices to the Agent will be as follows:-

Edison Dictating Machine with Universal Motor(wood-casing)	M.390.-
Edison Dictating Machine with direct current	" " M.345.-
Edison Dictating Machine with Spring motor	" " M.280.-
Hand Shaving Machine	M.170.-
Electric Shaving Machine	M.260.-
Machine made of Steel, more	M. 25.-

Repair parts and accessories at the prices enumerated in the German catalogues of the Company. These prices are subject to a discount of 40% allowed to the Agent.

The business blanks will be supplied to the Agent at 85 Pfg. each net. Delivery from the Company's warehouse Berlin, including packing. Transportation at the Agent's risk.

The Company reserve the right to change the list prices from which the before mentioned agent's discount is to be deducted; the change in prices to take effect after 30 days from the date of notice to the agent.

Conditions of payment; Net cash at delivery of the goods with 3% discount.

§ 6 .

The selling prices to users in Switzerland will be fixed by the Agent and the Company, and they should in general be in accordance with the selling prices in force in Germany, but may differ from the German prices in so far as this may be required on account of the difference between the Swiss and German custom duties and freight.

§ 7 .

The Company agree to furnish the Agent with a supply of their regular catalogues and their other printed matters which from time to time are issued and in such quantities as the Company may consider the Agent may need. All other expenses for advertising and printed matters are to be paid by the Agent.

§ 8 .

The Agent further agrees to establish sub-agencies

or dealers in all principal cities in Switzerland, whom he supplies with the machines at list prices less a suitable retail discount. The names of the sub-agents or dealers, when nominated, are to be communicated to the Company.

The Agent agrees when appointing sub-agents or dealers, not to impose upon them heavy conditions, excepting a turnover guarantee, where this is deemed necessary. It is especially understood, that the agent is not permitted to sell, or receive remuneration for granting sub-Agencies.

§ 9 .

The Agent agrees further to have all customers who have brought Edison Dictating Machines through him, visited regularly, in order to ascertain if the machines are kept in good condition and are properly used and he has to use his efforts to induce the owners of the machines to keep same in good working order.

§ 10 .

The Agent agrees with the Company to sell during the time of the agreement only the products of the Company and that he will not directly or indirectly be interested in the sale of products in any way competing with the products of the Company.

§ 11 .

The Agent agrees with the Company to refer to the Company all enquiries and communications he may receive from other countries. On the other hand the Company will refer to the Agent all enquiries and orders received from Switzerland.

§ 12 .

The Agent agrees that all rights arising out of this agreement are belonging to him personally and are not transferable.

§ 13 .

The Company has the right to cancel this agreement at any time, should the Agent fail to make payments when due to the Company or in the event of the Agent violating any of the conditions of this agreement.

§ 14 .

It is agreed by and between both parties that this agreement shall be construed in accordance with the laws in force in Germany and for all disputes arising out of this agreement the competent tribunals are the Amts- or Landgericht Berlin-Mitte.

Zürich, 17th August 1912.

signed H.Moos.

Berlin, 2nd September 1912.

Edison-Gesellschaft m.b.H.
signed: Thomas Graf.

220

TELEPHONES

WORKS, 1515 & 1517 WILLESDEN
CITY OFFICES, 80 & 82 HOLBORN
FILM SHOWROOM, 23 & 25 GERRARD

WORKS, WILLESDEN JUNCTION,
LONDON, N.W.

TELEGRAMS & CABLES EDISONGRAM, LONDON
CODER USED: WESTERN UNION, A.S.C. & LIEBERS

FILM SHOWROOM, 8, GERRARD ST. W.
CITY OFFICES, 25, CLERKENWELL RD
LONDON, E.C.



TRADE MARK
Thomas A. Edison

Thomas A Edison Ltd.

Edison Phonographs and Records
Edison Dictating Machines
Edison Kinetoscopes and Motion Picture Films
Edison Primary Batteries
Edison Home Kinetoscopes and
Motion Picture Films

FACTORIES
ORANGE, N.J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

Please address your reply to
WILLESDEN JUNCT., LONDON, N.W.
and mention these initials.

10th Sept. 1912.

Thomas A. Edison Esq.,
Orange, New Jersey.

Dear Mr. Edison,

Referring to yours of August 21st, learning that Jean
de Reszke was about to return to Paris from a holiday in Deauville,
I went over to see him, and had a pleasant interview with him last
night.

First of all, there is nothing to the rumor that he will
appear in concert in America this Winter. He says his intention is
to remain in Paris all Winter. He leaves for a visit to his home in
Poland today, and will be back in Paris in about a month.

De Reszke expressed the greatest interest in the story I
told him of your wonderful improvements in recording and reproducing
the voice. He said that he felt sure you would succeed in doing
this some time, that he had never been satisfied with the tones
produced up to now by various makers of machines, and if the machine
was as I told him he would be glad to sing for you. I pointed out
to him the enormous value of this perfected instrument to him in his
teaching and suggested that it was a pity that his work should be

Thomas A. Edison Esq.,

.2.

10.9.12.

confined to Paris instead of for the benefit of students and music lovers all over the World which he could make it, and in a manner which would be satisfactory to all, by means of your new Disc Phonograph and Records. He asked if I could let him hear a machine, but I explained that none had been sent over up to the present, and promised that as soon as I was in position to do so I would see to it that he was given the opportunity.

I do not know how the idea will strike you, but believe it would be good business policy for you to present one of the better class Disc Machines with a representative assortment of the new Discs to De Reszke, first of all in order to keep his interest up and lay the foundation for booking him to sing for us, and secondly, with the idea that a good strong testimonial from Jean De Reszke would be of great value not only in America but throughout the World.

Awaiting your further wishes and instructions,

Very respectfully yours,

A large, stylized handwritten signature, likely "J. M. Lane", is written over the typed name and extends across the bottom of the page. The signature is written in dark ink and is quite fluid and cursive.

Plons ~~meigs~~

53 RUE DE LA FAISANDERIE

Monsieur

Sept 11th 1912

Dear Mr. Edison

I had the pleasure yesterday
of receiving a visit from Mr.
Cornelin, who gave me a
most interesting account of
all the new improvements
you have been elaborating
to your wonderful Phonograph.

I am looking forward
intensely to hearing the
results, & hope to be one
of the first to make use
of the perfected instrument.

With kindest regards &
the expression of my most
sincere admiration, Believe me

Very truly, *Franklin D.*

Phons.
Spring

9/14/12

Rec'd letter from London

Edison

First performance Lion Barvallas' new operetta "Zingari" Monday next here. Have opportunity obtain original orchestrations eight principal soloists, two cost including artists appearing \$1000. Bocchi attended rehearsal today predicts great success and recommends closing Heligraef.

Cromelin

Not far enough advanced
to be able to use ~~and~~ Zingari
Advantageously —

Edison

Sent 11 45 Sept 14/12
via San Francisco

*How
foreign*

PRESIDENT'S OFFICE

Memorandum

2240

Haigh - file this
September 23, 1912.

Mr. Edison:

I hand you herewith new catalogue just issued by the Pathe Co. showing their various forms of Disco phonographs. You may be interested in seeing what they are doing, and particularly the prices they are charging.

I call your attention particularly to their so-called "Duplex" machine. I cannot read the catalogue myself, but it looks to me as if this machine was a machine with two records playing in synchronism.

FLD/IWW

F. L. D. *FLD*

Walter Miller —

Milan, October 10 - 1912
Say that we intend opening a Recording
Laboratory in Milan - Some time this
THOMAS A. EDISON Esq.
winter a bill has been introduced as we
ORANGE N.J.
shall acquire his assistance we will not
Dear Sir,
combine any long organization with this

Your favor esteemed of August 5 inst. was duly received and the instructions therein contained will have my best attention. ^{it will only be used for the purpose of}
^{principally} ~~Next week~~ I will you trials of over fifty singers, taken here in Milan, and this will end my preparatory work in Italy.

On the 15 inst. I will go directly to Russia, visiting St. Petersburg and Moscow. After this I will go to Poland, Austria and Hungary and will return to Italy for a few days, at the end of December, before going South.

In January and February I will visit France, Spain and probably Portugal. In March and April I will be in Belgium, Holland, Northern Germany and probably Sweden and Norway.

As we are very much in need of Concerted numbers, in May I should return to Italy to take Concerted Operatic records, using the Artists that you think have the proper voices for this work.

ESTABLISHMENT OF AN OFFICE IN MILAN - Our Company, like all the

./.

Thomas A. Edison Esq.

other important talking machine Companies, should have an office in Milan with recording rooms. This is the operating centre of the world, and the only place to engage singers at the proper time when their pretensions are moderate. The competition among talking machine companies is going to be very keen and good phonograph voices will be in an increasing demand. We should have a competent person here to look out for the Company's interest.

Besides these advantages, an office in Milan would save all the railroad fares now paid to Artists to go to Paris and London. The musicians will cost half the price paid them in the above places. In Milan it will be easier to make concerted numbers, as nearly all the good singers come to this city between engagements.

This office would have importance not for Italian music only, but for German and French music as well, as the world demands for nearly everything singable in the Italian language. The South American countries, Spain, Italy, Russia, Australia, etc. wants German and French music in the Italian language and by Italian singers. Considering the importance of this office, and because it would produce records that could be sold all over the world, it should be under the direct dependence of the Factory and Recording department, that should appoint a manager to

Thomas A. Edison Esq.

work in harmony with the Officers of the Company at Orange.

The Milan office should also attend ^{to} the sale of the factory products in Italy and Southern Europe, as I believe this territory was never given the due importance. While I realize that the output possibilities would not be very large, I believe that the new venture would pay if properly managed. The expenses could be small and should be divided between the recording and selling departments, and the Company would have the double advantage of a base of supply of records for the whole world and of a new outlet for products.

If you are interested, I shall be glad to go deeper in the matter and to give you further informations on the subject.

With kindest regards,

I beg to remain,

Very respectfully yours

Humbert F. Tesi
u

Temporary address while in Europe:

Via Benedetto Marcello 99 - Milano.

Cable address: Edifone - Milan.-

Milan, October 14, 1912
Thomas A. Edison Esq.
Orange, N.J.

Dear Sir, —

To-morrow I will ship you
105 records and 2 cases, totals of 57
artists as follows:

- 5 Coloratura Sopranos
- 6 Lyric "
- 4 Dramatic "
- 3 Mezzo Soprano or Contralto
- 14 Lirico Tenors
- 2 Dramatic "
- 14 Baritones
- 1 Basses

of the following nationalities:

- 139 Italians
- 1 Mexican
- 1 Russian
- 6 Americans
- 1 Norwegian
- 1 German
- 2 Argentine
- 1 Brazilian
- 1 Polish
- 1 Bohemian
- 3 Spanish.

Thomas A. Edison Esq. - 2 -
The two discs are samples of the
Kinsinger, Knorr and M. S. S. S. S. S.
Bautenex.

10 - morning will start for
Russia and I hope I will soon be
able to send you some good trials
from St. Petersburg.

kindest regards,

Yours respectfully,
Humbert E. Voss.

N.B. Information sheets regarding
all the above mentioned
artists are herewith enclosed.

This ends my preparatory
work in Italy -

*Phone
Graham*

PRESIDENT'S OFFICE

Memorandum

2231

October 18, 1912.

Mr. Edison:

Referring to your memorandum, I have cabled Cromelin and Graf to come over as soon as possible and will advise you definitely when they expect to sail.

FED/ITT

P. L. D.

AG

[ATTACHMENT/ENCLOSURE]

Photo-
Zweig

Mr Edison:

Cromelin
and Graf sail
on Kronprinz
October 30th

HJG

Phone
2000

Write 10/24

Cronkite

When you & Miller come
over again want to talk
to you about training
a musical man who I
can send abroad to

do our work as we
now do it, so we will
no longer pay out
thousands of dollars
for songs & have them
spoilt by Ratten accounts

Σ

EDISON GESSELLSCHAFT M.B.H.

BERLIN

Balance sheet as of 31st October 1912.

ASSETS		
Cash on hand & in Bank		7,302.84
Accounts Receivable	26,147.42	
less		
Reserve for Bad Debts.	<u>1,750.00</u>	24,397.42
Bills Receivable		2,772.33
Deposit Acct (Govt Bonds)		2,639.25
<u>Inventories per Ledger</u>		
144 Phonographs	1,719.55	
276 Dictating Machines &c.	11,631.29	
189,814 Standard Records	20,362.35	
82,676 Amberol	9,016.86	
Phonograph Supplies	3,253.93	
79,959 Feet Film	3,517.62	
4 Kinetoscopes &c.	911.54	
75 Home Kinetoscopes	1,984.92	
1,272 Dictation Blanks	171.72	
400 feet H.P.K. film &c.	<u>241.53</u>	<u>52,811.31</u>
		89,923.15
<u>Plant & Equipment</u>		
Furniture & Fixtures	2,305.09	
Machinery & Tools	<u>106.88</u>	<u>2,411.97</u>
Total Assets		<u>\$92,335.12</u>
LIABILITIES		
Capital Stock		100,000.00
Accounts Payable		48,474.91
Reserve for Stock Depreciation		<u>3,750.00</u>
Total Liabilities		\$152,224.91
Deficit as of 31st October 1912		<u>\$ 59,889.79</u>
Deficit as of 31st December 1911	458,727.88	
Net Loss ten mos to 31st Oct 1912	<u>1,161.91</u>	
	<u>\$59,889.79</u>	

BERLIN BRANCH
Trading Account
Ten months ending Oct. 31st 1912.
* * *

SALES

<u>Phonographs & Miscellaneous</u>	<u>Dictating Machines &c.</u>	<u>Film & P.K.</u>	<u>Home Kinetos &c.</u>
185 Phonographs 3496.51	515 Machines &c. 36667.11	Kinetoscopes & Pts. 48.68	46 Home Kinetos &c. 2086.64
73114 Standard Records 9740.10	1769 Blanks 398.67	1310,085 ft Film 89527.19	351 ft Home Film &c. 136.06
156 " Opera " 72.80			
29309 Amberol " 6670.41			
327 " Opera " 253.42			
Phonograph Supplies <u>2665.76</u>			
TOTAL SALES \$ 22899.00	\$37055.78	\$89575.87	\$2222.70
*****	*****	*****	*****

GROSS PROFITS

Phonographs 1862.83	Machines &c. 14199.89	Kinetoscopes & Pts 5.20	Home Kinetoscopes &c. 976.08
Standard Records 2231.33	Blanks 159.86	Film 24736.95	" Film &c. 90.68
" Opera " 33.80			
Amberol Records 3584.19			
" Opera " 161.86			
Phonograph Supplies <u>1532.12</u>			
TOTAL EARNINGS \$9376.13	\$14359.75	\$24733.75	\$1066.76
*****	*****		

BERLIN BRANCH

Statement of Expenses
Ten months ending 31st October 1912.

	Phonos & Misc.	Dictating Machs. &c	Film & P. K.	Home Kineto &c.
Advertising	3,795.27	5,352.89	3,222.81	230.51
Travellers Salaries & Exps.	- - -	1,395.34	131.84	- - -
Packing & Boxing	46.88	25.24	30.48	2.65
Office Salaries	4,733.12	3,814.07	3,565.35	98.55
Rent	1,067.33	626.66	597.40	210.24
Taxes	- - -	- - -	- - -	- - -
Repairs	75.38	99.12	59.50	7.73
Insurance	303.63	179.27	132.92	16.50
Officials Expenses	312.53	644.84	714.99	- - -
Printing & Stationery	308.66	149.60	187.94	9.65
Telegrams	81.40	64.99	192.35	37.45
Telephone	25.88	32.17	27.39	- - -
Postage	700.92	272.64	523.34	.92
Legal Expenses	306.77	35.98	38.47	6.25
Customs "	74.17	182.16	6.98	6.29
Commissions	4.59	173.79	3,008.22	- - -
Miscellaneous	388.98	311.25	352.14	76.72
Interest & Discount	351.96	48.13	1,049.39	1.60
Freight & Express	519.01	121.73	52.09	15.06
Exchange	867.13	862.49	389.00	- - -
Light	86.96	88.99	85.42	26.26
Duty	452.63	1,084.79	975.33	113.89
Department Heads	617.00	616.75	616.25	121.25
Clerks	631.24	631.25	631.49	124.88
Stock Clerks	537.26	473.83	413.73	39.72
TOTAL EXPENSES	\$15,258.48	\$17,172.62	\$17,004.80	\$ 1,112.78
" EARNINGS	9,376.13	14,359.75	24,733.75	1,066.76
Total LOSS	\$ 5,882.35	\$ 2,812.86	\$ 7,728.95	\$ 46.02
" GAIN				

Net Loss Phonographs & Miscellaneous	\$5,882.35	
" " Dictating Machines &c.	2,812.86	
" " Home P. K. &c.	46.02	\$8,741.23
Net Gain, Film & Proj. Kinetos.		7,728.95

TRADING LOSS	\$1,012.28
Add	
License Charges	149.63

TOTAL NET LOSS 10 months to Oct. 31st, 1912 \$1,161.91

TELEPHONES: WORKS, 1816 & 1817 WILLESDEN
CITY OFFICES, 25, 26 HOLBORN
FILM SHOWROOM, 8, GERRARD ST. W.

TELEGRAMS & CABLES: EDISONGRAM, LONDON.
CODES USED: WESTERN UNION, A.S.C.A. LILLESE

WORKS, WILLESDEN JUNCTION,
LONDON, N.W.

FILM SHOWROOM, 8, GERRARD ST. W.
CITY OFFICES, 25, CLERKENWELL RD.
LONDON, E.C.



Thomas A Edison Ltd.

Edison Phonographs and Records
Edison Dictating Machines
Edison Kinetoscopes and Motion Picture Films
Edison Primary Batteries
Edison Home Kinetoscopes and
Motion Picture Films

Please address your reply to
RECORDING DEPARTMENT,
25, Clerkenwell Rd., London, E.C. VII/BRN.

Mr. W. H. Miller,
Messrs. C. R. Appleton & Co.,
Thomas A. Edison Inc.,
79/85 Fifth Avenue,
New York, U.S.A.

Dear Sir,

I am in receipt of yours of the 29th ult., and would
say that I am very very sorry to hear that Dr. Edison thinks that
he will only be able to use very few of the operatic selections
that have been made. I should like very much to know whether
you have put through any of Albertini's or Martinelli's records
because if you have, I would like to know what you think of them
as we made them since I returned from America.

I note what you say about breaking in a man to assist
me in this operatic work and I feel that you could not have
done better than to have Seymour visit America and see just what
is required. Seymour is a very good man and I do not think you
need question his loyalty to the Company. Thinking this, I
cabled you "Seymour: O.K." and now await further news from you.

As I told you in my last letter, Garibaldi will be
here on Monday, and it is absolutely impossible for us to further
postpone her recording, because she had cancelled other engagements.

DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINES.

MEADOW CROFT.
file this & send to
Harbin up stairs

hereafter we will
keep them in
of yellow
Mr. Edison's
Have you heard
any of these
At the

(2).

in order to make this time for us; As I mentioned before, Mr. Cromie will be able to explain this to you. As to the other artists, Knute will be here on the 25th of this month and I think I will be able to come to some arrangement with him whereby we will only have to work a few of his numbers.

Miss Walker, I have just heard, will be here on January 6th to 11th. I have written explaining the situation to her and also asked her to let me have a further list including all concert songs, and as soon as I hear from her or receive this list I will send it on to you.

I also note what you say about a recording place in Milan for concerted numbers and also about shipment of the apparatus on the S/S *Nimewaka*".

I received the long screws for my recording machine for which accept my best thanks.

With kindest regards, and trusting to hear from you soon, I beg to remain,

Yours very truly,

THOMAS. A. LDISON LIMITED.

W. G. Hayes
MANAGER, RECORDING DEPARTMENT.

Regina Hotel

St. PETERSBURG
Moika St.
Telephone "Hôtel Regina".

St. Petersburg, Nov. 16, 1912

Thomas A. Edison Esq.
Orange, N. J.

Dear sir,

I herewith enclose
information sheets regarding 45 Artists
that made trials for us in this city.
Several of them are members of
the Imperial Theatre, other are of
the Russian Opera Theatre and
the Artistic Opera Company. One
is a soloist of the Emperor and
the rest are Concert Singers.

You will notice that the
Russian baritones have a much
deeper voice than the baritones of
other countries, in fact mostly of
them sounds like our basses.

Revised Telegrams, St. Petersburg

(2)
In this Country I had considerable more difficulty than elsewhere to persuade the Artistes to make trials. The members of the Imperial Theatre wanted us to call at their residences with the apparatus, other wanted to be paid to sing, etc but they finally consented.

I am shipping you to-day
89 Cylinders, trials of 45 Artistes
as follows:

- 4 Dramatic Sopranos
- 5 Lyric "
- 3 Coloratura "
- 8 Mezzo Soprano and Contraltos
- 9 Tenors
- 10 Baritones
- 6 Basses

All Russians but one "Polish"

There is a great opportunity
in this country for a better

(3)
talking-machine than the ones existing. This should be a good market for the new disc phonograph.

I limited myself in taking trials of Artistes that, if found satisfactory, can sing a repertoire saleable to the 80 Millions of Russians speaking the Russian language.

If the Company will have an office here in the future, it will be advisable to take records for the provinces where the Russian language is not spoken: Finland, Tartaria, Lithuania, etc.

I heard that the Gramophone and Pathe' are doing good business here. It will be interesting to know that all the talking-machines sold in Russia are of foreign make,

4)
while there is 7 manufactures
of inferior records.

This evening I will
start for Vienna, stopping a
few days at Warsaw for the
Polish Artists.

With kindest regards,
I am, Sir,

Very respectfully yours
Humbert F. Tosi.

MAURICE LERMAN
Comptable-Adjoint

CODE :
WESTERN-UNION
A B C
LIEBER
USINES A :
ORANGE, N. J.
ETATS-UNIS

MARQUE
Thomas A Edison
DÉPOSÉE
Compagnie Française du Phonographe
EDISON
USINES

TÉLÉPHONE : 590-08

ADRESSE TÉLÉGR. :
EQUIPHON-LEVALLOIS-PERRET

PHONOGRAPHES
REGGERS-BOULÉ
PELLICULES AUTHENTIQUES
KINÉSCOPIES
PROJECTEURS
MACHINES A DICTER

64, Rue de Cormeille, LEVALLOIS-PERRET (Seine)

19./10

Bureau 59 Rue des Petites Écuries PARIS le 10 November 1912

Thomas A. Edison Inc.
Orange N.J.

Attention of W.H. Kadowaroff
Secretary to Mr Edison

MACHINES A DICTER

Dear Sir,

I am enclosing herewith an article which appeared lately in one of the most important daily papers in France, having reference to a new phonograph and its application to the photography of the human voice, which I think will interest Mr Edison.

Yours very truly,

Gis Brongniart du Phonographe Edison

Gis Brongniart
Manager

Enclosure

MUTUALITÉ

Un nouveau Phonographe

Son application à la photographie de la parole

Dans tous les pays du monde le phonographe a pris, ces dernières années, un développement considérable. En France, notamment, on le rencontre partout, et non-seulement sous les familles d'ouvriers auxquelles il procure le plaisir d'une heure de musique qui fait oublier souvent bien des soucis.

Malgré cette grande extension, le phonographe est resté presque stationnaire, à part quelques modifications dans le but d'améliorer la reproduction des sons. Il conserve des vibrations propres, venant de ce que le cadre du diaphragme est mal fixé, de l'emploi d'un emboucheur et d'un pavillon inégalement, et ces vibrations, qui viennent en juxtaposer à côté des celles de la voix, nuisent à sa bonne reproduction et en altèrent le timbre.

En perfectionnant des dispositifs, d'abord déjà de plusieurs années, un savant russe, M. Samuel Lifelitch, qui poursuit à Paris ses expériences au laboratoire de M. Darte, à la Sorbonne, a réalisé un phonographe absolument nouveau.

Avant de décrire les détails du procédé, il est nécessaire de se rendre compte de ce qu'est la voix humaine. Elle est produite par les vibrations des cordes vocales, entraînant celles de l'air expiré des poumons pendant l'émission de la voix. Ces vibrations s'écarteraient de l'oreille dans les cavités qui sont au-dessus du larynx, les entailles dans la bouche. Elles y sont renforcées pour produire déhonnêtement les sons qui sont perçus par notre oreille.

Dans le but de la parole, ces sons se traduisent par l'un des voyelles et des consonnes, formant ainsi des syllabes, puis des mots et des phrases. Consonnes et voyelles sont d'ailleurs loin d'avoir la même importance; les dernières, en effet, peuvent être émise pendant un temps assez long, aussi longtemps qu'on a dans les poumons de l'air expiré. A part l'U, elles sont toutes formées par le larynx. Les consonnes, au contraire, ne sont que des bruits supra-laryngiens, vibrations non périodiques qui précèdent ou suivent la voyelle; et, dans la parole, on a déterminé que la durée d'émission des voyelles est de dix à vingt fois supérieure à celle de l'émission des consonnes. Un appareil qui reproduit deux fois exactement les voyelles avec leur timbre aura les plus grandes chances d'être parfait, et c'est de ce côté que ne sont portés les premiers efforts.

Les vibrations plus ou moins répétées, d'un plus ou moins grande amplitude, qui donnent naissance à la parole, provoquent une série de compressions et de dilatations de l'air. Si, sur le chemin de ces vibrations, on vient disposer une membrane très mince, on en résulte pour cette dernière une série d'oscillations qui sont en tout point semblables aux vibrations qui leur ont donné naissance. C'est cette membrane qui constitue le diaphragme des phonographes. En lui adjoignant un style, on pourra tracer dans l'épaisseur de la cire d'un rouleau, par exemple, un sillon plus ou moins profond, susceptible de transmettre à son tour, par le phénomène inverse, les mêmes vibrations à un autre membrane qui reproduira le son initial.

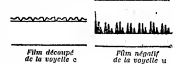
Supposons qu'un lieu du style nous dispose un petit miroir, il vibrera exactement comme le diaphragme, et, s'il reçoit l'image d'un point lumineux et que l'on renvoie celui-ci sur un film en mouvement, on y dessinera un tracé sinusoïdal, tracé qui s'appelle une courbe, reproduisant toutes les oscillations initiales d'autant plus amplifiées que la distance au miroir est plus grande.

Dès 1908, M. Marage présentait à l'Académie des sciences un dispositif comprenant un miroir fixé à une membrane de caoutchouc et qui lui avait permis de photographier les vibrations de la voix. C'est un appareil analogue qui constitue l'enregistreur du nouveau phonographe. La membrane est constituée par une plaque de liège d'un demi-millimètre épaisseur, qui transmet, par l'intermédiaire d'un petit colonne de liège celle en son milieu, ses oscillations à un minuscule miroir que l'on voit au centre de la photographie. On projette (fig. 1) la lumière d'une lampe élec-

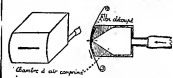
correspondant à une véritable photographie de la parole et de ses vibrations.

En réalité, on emploie non un point, mais une fente lumineuse, et son image vient balayer sur le film une surface dont on utilise seulement la partie supérieure, rotant la dentelle inférieure par une ligne droite. On y arrive facilement en employant sur le film une carde perpendiculaire à la fente qui élimine les oscillations inférieures du cylindre. Après le développement de la pellicule, on obtient ainsi un négatif analogue à celui de la figure, qui représente le segment de la voyelle U. Avec ce négatif, on pourra tirer autant d'autres copies positives que l'on voudra, et qui tous pourront être utilisées comme on va le voir.

Pour la reproduction de la parole, on découpe le film de façon à suivre la surface en haut par la courbe, et on bas par une droite. La figure 2 représente le film décou-



coupe de la voyelle c. Si sous le minuscule piston on a une fente de 2 à 2 mètres par seconde devant une feuille tra-



mince pratiquée dans une chambre recouverte de l'air comprimé à pression constante, on enregistre l'éclat, produisant une série de vibrations très rapides. Les tracés obtenus, en effet, à chaque instant une longueur différente de la fente, et il en résulte une série de compressions de l'air tout à fait analogues à celles qui sont venues frapper le diaphragme de l'enregistreur. Le film est, d'ailleurs, d'un genre spécial, et est entraîné par un moteur électrique. Si la hauteur de la courbe enregistrée est en moyenne de 1 centimètre, on pourra en tirer, avec une fente de 2 dixièmes de millimètre de large, une pression d'air de quelques millimètres seulement. En observant une reproduction absolument distincte de la parole, respectant complètement le timbre de la voix.

Dès 1903, un de nos compatriotes prenait un brevet pour la reproduction du son au moyen des bandes profilées; des dernières recherches ont ni le nouveau phonographe. Quand il aura franchi la période d'expériences, quand des perfectionnements nécessaires auront rendu tout à fait pratique, on peut se demander s'il ne dépassera pas son aîné, par suite de la qualité des sons obtenus, et de la facilité de reproduire à volonté d'exemplaires. L'inventeur a déjà initial une fois pour toutes enregistré.

André-F. Volzant,
Inventeur R. P. G.

Mr. Edison:

Do you want
the expense of going to
be translated?

MEADOW CROFT

11/23

Postkarte
Hortensischer Lloyd Bremen
Dampfer „George Washington“



Quelle: Göttinger Anzeiger v. 1. 11. 1912, S. 2

Nr. 30

„Auf Wiedersehen“
H. W. Combs
Thomas A. Ellis & Co.
Orange
N. J.

Laboratory of Blauer Stern Hotel -
Prague - Dec. 1st 1912
Thomas A. Edison Esq. Orange N.J.

Dear Sir,
I herewith enclose information
sheets regarding 38 Artists, that made trials
for you, as follows:

- 5 Coloratura soprano
- 1 Lyric "
- 2 Dramatic "
- 5 Mezzo-Soprano and Contralto
- 1 Lyric Tenor
- 3 Dramatic "
- 6 Baritone
- 3 Basses

(A total of 76 trial records)

The Artists are of the following nationalities:

- 12 Polish
- 5 Bohemian
- 2 Russian
- 3 Austrian
- 9 German
- 1 Serbian
- 2 Hungarian
- 1 Danish
- 1 Argentine
- 1 Italian
- 1 Dutch

(over)

Laboratory - 2 -

I am also enclosing 3 sheets containing
3 disks (shipped you with the 76 total disks)
as samples of dictators that could not make
transcripts for you but that are open for ex-
amination.

To-morrow I will pass to Kuma
and about the middle of the month I will
send you trials of the best dictators of that
city.

Kindest regards,

Very truly yours
Herbert F. Kelly.

Phonograph
WORKS, 1115 A 1117 WILLEDEN
TELEPHONES CITY OFFICES, 2085 HOLBORN
FILM SHOWROOM, 2387 GERRARD

WORKS, WILLEDEN JUNCTION,
LONDON, N. W.

TELEGRAMS & CABLES, EDISONGRAM, LONDON
CODES USED: WESTERN UNION, A B C & LIEBERS

FILM SHOWROOM, 8, GERRARD ST. W.
CITY OFFICES, 25, CLERKENWELL RD
LONDON, E. C.



Please address your reply to
WILLEDEN JUNCT., LONDON, N. W.
and mention these initials PRC/GA.

Thomas A Edison Ltd.

Edison Phonographs and Records
Edison Dictating Machines
Edison Kinetoscopes and Motion Picture Films
Edison Primary Batteries
Edison Home Kinetoscopes and
Motion Picture Films

FACTORIES
ORANGE, N. J. U.S.A.
LONDON
BERLIN
PARIS
SYDNEY
BUENOS AIRES

11th Dec. 1912.

Thomas A. Edison Esq., President,
Orange, New Jersey.

Dear Mr. Edison,

Merely to give you an idea of the kind of advertising
our principal competitor, The Gramophone Company, is doing, I
hand you herewith a page of "The Daily Mail" for yesterday.
This advertisement cost approximately \$1500. It is part of a
broad campaign of publicity.

The Company as you probably have been informed has been
eminently successful and has earned large profits for its share-
holders continuously over many years. The business is conducted
along normally British lines but they are going after it seriously
with a view to meeting the demands of this market.

Very truly yours,

John H. Edwards
Managing Director.

[ATTACHMENT/ENCLOSURE]

[CONTINUED ON NEXT FRAME]

OUR NEW SERIAL

The Wheel of
the Juggernaut

By LAURENCE CLARKE

BEGINS TO-MORROW

TUESDAY, DECEMBER 10, 1912

Daily Mail

Daily Circulation Five Times as Large as Any Penny London Morning Journal.

LONDON.

MANCHESTER.

PARIS.

NO. 5,204.

ONE HALFPENNY.

GREATER LONDON EDITION.

OUR NEW SERIAL

The Wheel of
the Juggernaut

By LAURENCE CLARKE

BEGINS TO-MORROW.

His Master's Voice Records

There's nothing more thoroughly delightful than an evening at one's own fireside, with 'His Master's Voice' Gramophone and a personal selection of records.



By Royal Warrant to
H.M. QUEEN ALEXANDRA.

That personal selection is very important, tastes differing so greatly. We have set out for your especial benefit, a really magnificent collection of 'His Master's Voice' Records, the very pick of the catalogue. Just glance down the various sections and pick out the records you feel would be especially pleasing to you. If you will link these off and take them to the nearest 'His Master's Voice' Accredited Dealer, he will gladly play over your selected records on any 'His Master's Voice' Model. These instruments range in price from £4 to £50. Records: from 3/6 to 50/.



By making an all-round selection of records you ensure the **JOLLIEST CHRISTMAS** and the pleasure will last many months after. It will last for ever if you get a few of the new records that appear each month.

Special Xmas Demonstrations. In practically every town in the world we have an accredited Dealer who is eager to play you any records you like on a 'His Master's Voice' instrument, and he will be delighted to give you a whole Christmas Concert. Take advantage of this opportunity and see him. Write us for our Illustrated Booklets of Instruments and Records, and also ask for address of nearest Dealer. **THE GRAMOPHONE COMPANY, Ltd.,** 21 CITY ROAD, LONDON, E.C.

By following Special Warrants you ensure the JOLLIEST CHRISTMAS. The following are the titles of the new records that appear each month: 4133, The King of Swains; 4134, The King of Swains; 4135, The Queen of Swains; 4136, The Queen of Swains; 4137, The King of Swains; 4138, The Queen of Swains; 4139, The King of Swains; 4140, The Queen of Swains.

MUSIC for CHRISTMAS



BALLADS

Space will not permit us to print any-thing like a representative list of the very



OPERA

CARUSO.

Cho gelida mattina ("La Bohème") 22 inch, 15/6



HUMOROUS

HARRY LAUDER

It's nice when you love a love we lassie 22 inch, 5/6
I love a lassie 22 inch, 5/6




INSTRUMENTAL

FADERBURY (Pianoforte)

MUSIC FOR CHRISTMAS

BALLADS



Space will not permit us to print any other like a representative list of the very large number of ballads sung by the greatest Concert Artists, so we just give the names of several of the great singers. Almost any ballad ever sung is to be found in "His Master's Voice" Record Catalogue.

Clara Butt
Kitty Lunin
McGowan
Evan Williams
Robert Redford
John Harrison
Amy Castle
Agnes Nichols
Perceval Allen
Edward Lloyd
Kerney Rutherford

Walter Hyde
Peter Dawson
Harry Dearth
Edna Thornton
Thorge Bates
Gervase Elves
Charles Tree
Margaret Cooper
Ruby Hendler
Stewart Gardner

OPERA



CARUSO.
Che gelata manina ("La Bohème") 22 inch, 19/6
Casta Diva ("Aida") 12 inch, 19/6
Serenade ("Don Pasquale") 12 inch, 19/6
Vesti la Giubba ("Pagliacci") 12 inch, 19/6

HEBEL.
Addio ("La Bohème") 22 inch, 19/6
Ah! for the love of the "Tosca" 12 inch, 19/6


TITTA RUFFO.
Prologue ("Pagliacci") 12 inch, 19/6
Largo al Pastorale ("Il Barbiere") 12 inch, 19/6

ARMARCO.
Pari siamo ("Rigoletto") 22 inch, 19/6

TERAZZINI.
Polonaise ("Mignon") 12 inch, 19/6

Selections, quantities, prices and details, by the world's greatest artists.

HUMOROUS



HARRY LAUDER.
It's nice when you love a love we lassie
I love a lassie 22 inch, 5/6
Roomin' in the Gloamin' 12 inch, 5/6
Bonnie Leslie Lindsay 12 inch, 5/6

GEORGE ROBEY.
Archibald! certainly not 12 inch, 5/6
Robin Hood 12 inch, 5/6
Worse, much worse 12 inch, 5/6
Temp't me 12 inch, 5/6

MARK KNERIDER.
A-hunting we will go 12 inch, 5/6
CLARICE MAYNE (Accompanied by "That")
Mr. and Mrs. Smith 12 inch, 5/6
Joshua 12 inch, 5/6

HARRY PARSONS.
The other Department, please! 12 inch, 5/6
And hundreds of others.

INSTRUMENTAL



FADERBESKI. (Pianoforte)
Minuet in G Major (Paderewski) 12 inch, 12/6
Valse Caprice (Paderewski) 12 inch, 12/6

KUBELIK. (Violin)
Pierrot Sereade 12 inch, 9/6

BECKHAUS. (Pianoforte)
Fatale Impromptu 12 inch, 5/6
Liebestraum (Liszt) 12 inch, 5/6
Prelude (Rachmaninoff) 12 inch, 5/6

RENE SCHARRER. (Pianoforte)
(a) Etude—Op. 8 (b) Best Wedding 12 inch, 5/6

KNEISER. (Violin)
Humoresque (Dvořák) 12 inch, 6/6

RECHA ALMAN. (Violin)
Nocturne (Chopin) 12 inch, 6/6
And hundreds of others.

MUSICAL COMEDY



GERTIE MILLAR.
Moonstruck ("Our Miss Gibbs") 12 inch, 5/6

PHYLLIS DARE.
Ladies, beware ("Peggy") 12 inch, 5/6

FLORENCE ANTHONY.
My Samson ("Moussah") 12 inch, 5/6

GEORGE CROSSBETH.
Little girl, little girl ("The Sunshine Girl") 12 inch, 5/6

Yip! Iaddy Iy!
12 inch, 5/6

THE TWO OBEDIENCE.
12 inch, 5/6

ROBERT HALE.
Whistle and the girls come round ("Peggy") 12 inch, 5/6

ROBERT HALE & IDA OLIPH.
Everybody's doing it now ("Umpire Revue") 12 inch, 5/6
And hundreds of others.

ORCHESTRAL



NEW SYMPHONY ORCHESTRA.
Conducted by LUDWIG HORN.
12 inch, 5/6

"Cavalleria Rusticana"—Intermezzo
Huguenin Rhapsody
Marche Hongroise
"Midsummer Night's Dream"—Scherzo
"Peer Gynt"—Suite—Morning
"Peer Gynt"—Suite—Death of Asa
"Peer Gynt"—Suite—Auld Time Dance
"Peer Gynt"—Suite—In the Hall of the Mountain King
Swing Song and Bear Wedding
Unfinished Symphony—First part of the First Movement
Unfinished Symphony—Second part of the First Movement
Nocturne—"Midsummer Night's Dream"
"William Tell"—Andante
"William Tell"—Allegro
And many others.

RAG-TIME



THIS AMERICAN RAG-TIME GOTTETTER.
Oh, you beautiful Doll 12 inch, 5/6
The Ghost of the Violin 12 inch, 5/6
Hitchy-Koo 12 inch, 5/6
That Railroad Rag 12 inch, 5/6
The Ragtime Jockey 12 inch, 5/6
I want to be in Dixie 12 inch, 5/6

MATTHEW ORCHESTRA.
I'm going back to Dixie Two-Step
(Waiting for the Robert E. Lee Two-Step)
12 inch, 5/6

BILLY MURRAY AND AMERICAN QUARTETTE.
Burlesque ("Licia Sextette") 12 inch, 5/6
Honey Humbug 12 inch, 5/6
That Hypnotizing Man 12 inch, 5/6

GOTTETTER'S ORCHESTRA.
(Alexander's Ragtime Band)—Two-Step
(Gaby Glide (Bohemian Orchestra))
12 inch, double sided, 5/6
And many others.

CHOIR & FESTIVAL MUSIC



WESTMINSTER ABBEY CHOIR.
(Solo by Edward Lloyd)
Rejoice in the Lord 12 inch, 6/6

CHURCH CHOIR (Mixed).
Glorious in Thy Name 12 inch, 5/6

WESTMINSTER ABBEY CHOIR.
Ring out with joyful chime 12 inch, 5/6

WESTMINSTER CATHEDRAL CHOIR.
Naxos (harmonized) 12 inch, 5/6
O Salutaris Hostia 12 inch, 5/6

CITY TEMPLE CHOIR.
Lead Kindly Light 12 inch, 5/6

LEIDS FESTIVAL CHOIR.
And the Glory of the Lord ("Moussah") 12 inch, 5/6

"Hallelujah Chorus" ("Messiah") 12 inch, 5/6

RONES NICHOLS.
How Lovely are Thy Dwellings (Little) 12 inch, 5/6
And numerous others.



NEX Unaloud Fumed Oak
Height 3 ft. 10 in. Price £2.00

DANCE



A few double-sided dance titles, 5/6 each. Many more on last catalogue.

GOTTETTER'S ORCHESTRA.
Cris de Cœur Valse
(The Girl in the Taxi Waltz)
12 inch, 5/6

IT'S ORCHESTRA.
Nigger Birthday
(I'm afraid to go home in the dark)
12 inch, 5/6

JOYCE'S ORCHESTRA.
A Thousand Kisses Waltz
(Vision d'Amour Valse)
12 inch, 5/6

CHILDREN'S FAIRY STORIES



NURSERY TALES FOR CHILDREN.
told by
MISS PAULINE POTTER.
12 inch, 5/6

Cinderella
Jack and the Beanstalk
The Three Bears
Red Riding Hood
Beauty and the Beast
Dick Whittington and his Cat

These records will give the greatest delight to the young ones. They are beautiful, robust and every word is distinct.
With complete sets at 25/- a handsome record album is given, the whole forming an ideal Christmas Present for a child.



NEW Orchestral Walnut
Height 4 ft. Price £2.00

His Master's Voice

Laboratory of
Thomas A. Edison

Hotel Erzherzog Karl
Vienna, Dec 12/1912.

Orange, N.J.

Dear Sir,

I herewith enclose information
sheets regarding 22 Vienna Artists:

2 Dramatic Soprano

3 Lyric "

2 Coloratura "

3 Mezzo Soprano or Contralto

1 Dramatic Tenor

6 Lyric "

2 Baritone

3 Basso

of the following nationalities:

12 Austrians

5 Germans

2 Americans

1 Russian

1 Polish

1 Danish

I also enclose a sheet regarding Tenor
Piccaver, an American, at present a member
of the Imperial Theatre of Vienna and
engaged to sing at the Metropolitan
of New York next season. As this
Artist could not make a trial, I sent

Thomas A. Edison Esq - 2 -
an Edison disk as sample.
The records sent you totals 34
cylinders and 1 disk.
My next shipment will be from
Budapest with trials of the latest
Hungarian Articles.
With kindest regards and the
Compliments of the Edison

I am, Sir,
Very respectfully yours,
Humbert F. Toiv.

*Howe
Prig*

Mr. Edison:

Dec. 26, 1912.

Attached copy of letter from Mr. Cromelin to Mr. Stevens refers to two sets of first list of 50 Blue Amberol Records for each of 28 factors; two additional sets for the use of Mr. Cromelin's travelers; three each Model "A" and Model "B" Diamond Reproducers; three each of the different style Arms for changing over machines from sapphire to diamond point reproducers; and one standard type 4-minute machine only, equipped with diamond reproducer, for each of 28 factors.

As authorized by you in the "General Instructions covering New Policy in connection with Future Handling of the European Business", shipment of all this material was made on December 21st.

CHW/IWW

C. H. W.

Enc-

AK


[ATTACHMENT/ENCLOSURE]

Mr. Edison.

Wilson
Hadn't we better send them
How many were we to send
E

PHC/GA.

14th Dec. 1912.

Mr. Walter Stevens,
Manager, Foreign Dept.,
Thomas A. Edison Inc.,
Orange, New Jersey.

Dear Mr. Stevens,

I duly received in response to my cablegram asking if the Blue Amberols, Diamond Reproducers etc. had been forwarded yours advising that you expect to ship by the "Philadelphia" December 21st. I have cabled you to-day as per copy attached herewith.

I was under the impression from Mr. Edison's instructions that these samples would be shipped at once and expected them to be in our possession before the end of the present month. As I advised you when in America our Blue Amberol announcements are prepared with a view to introducing the product in February. This means that in the ordinary course, quite regardless of the samples Mr. Edison as forwarded here, our orders placed regularly with the Factory for samples and for Diamond Reproducers etc. should have been executed so as to have the goods reach us before the end of this month. We get

[ATTACHMENT/ENCLOSURE]

.2.

the samples out to the Factors ordinarily to be in their possession by the first of the month preceding the month the record goes on sale.

I am very sorry to learn by your telegram that shipment has not been made and that even now you do not appear sure that you will ship by the "Philadelphia" December 21st but you merely expect to. I trust that on receipt of my telegram every effort was made so as to get the shipment off, for in view of the present state of the cylinder market here we have been anticipating a revival based on the announcement of the Blue Amberol, but you will realise how ridiculous we will appear to have our January announcements out booming product which we may not be able to deliver.

I will look to you to do your very best to see that our customers are not disappointed.

Hoping this finds you well and with best personal regards.

Very truly yours,

Managing Director.

Grand Hotel Hungaria

Budapest (Hungary)
Manager & Theatre directors

Milan, December 28-1912

Thomas A. Edison Esq.

Orange, N.J.

Dear sir,

I herewith enclose you
information sheets regarding 25
Artists that made trial records
for you in Budapest.

The Artists are of the
following nationalities:

22 Hungarians

2 Italians

1 German

and with voices as follows:

2 Coloratura Soprano
3 Lyric "
2 Dramatic "
4 Mezzo Soprano and Contralto
2 Lyric Tenor
3 Dramatic "
5 Baritone
3 Basso
1 Comic singer

With my kindest regards and
the compliments of the Season
I am, sir,

Very respectfully yours,

Humbert J. Foly.

Thomas A. Edison Esq - 2 -

- 4 Dramatic Sopranos
- 1 Mezzo Sopranos and Contraltos
- 5 Lyric Tenors
- 2 Dramatic "
- 7 Baritones
- 4 Basses.

The Artistes, to give you an idea of the range of their voices, preferred to sing several pieces of music of different character and it was impossible for me to get the usual = scale =

I will make a short visit to the "Opera" of Marseille and will pass to Barcelona for the Spanish Artistes, so important for the So. America markets.

With kindest regards,

I am, Sir,
Very respectfully yours,

Humbert F. Tosi.

Edison General File Series
1912. Phonograph - Music Publishers (E-12-67)

This folder contains correspondence and other documents concerning the selection of music and songs. Some of the documents bear marginalia by Edison or otherwise indicate his direct involvement in the evaluation of music and songs. Included is correspondence with George Maxwell of G. Ricordi and Co. and Joseph M. Priaulx and other representatives of Charles H. Ditson and Co.

Approximately 50 percent of the documents have been selected. The unselected material consists of routine letters of transmittal, price quotes, and additional material concerning orders.

OSCARO RICORDI, President GEORGE RALPHSEA, Managing Director

G. Ricordi & Co. INC.
MUSIC - NEW YORK PUBLISHERS
MILAN - ROME - NAPLES - PALERMO
LONDON - PARIS - LEIPZIG - BUENOS-AYRES

Telephone, Bryant 10 Cable Address: "Ricordi," New York
Fourteen East Forty-third Street

The Edison Phonograph Co.,
59 Lakeside Ave.,
Oranjestad, N. J.

Gentlemen:

Confirming our conversation over the telephone today, we should be pleased if it is not too much trouble to you, to give us the year when the Edison Phonograph was first offered to the trade. We understand this information is required for a work which is being compiled on history of the phonograph.

Thanking you in anticipation, we are,

Yours very truly,
G. Ricordi & Co.,

George Ralphsea
Managing Director.

*The Edison Co. will
give you the information
you kindly furnish
about the information direct
C. Ricordi & Co.
1/13*

January 13, 1912

Cable Address "Edison's Nippon"

From the Laboratory
Thomas A. Edison,

Orange, N.J. Jan. 15/12

Mr. Walter Miller,
79 Fifth Ave.,
New York City.

Dear Mr. Miller:-

Mr. Edison asked me to look over these programmes and see whether the music was listed in Schirmer's or Ditson's catalogues. You will see that I have made remarks opposite each selection. In most of the cases they do not appear in either catalogue.

In the second catalogue, the names of operas are given, but the particular selection is not named. Mr. Edison wants you to ask Mr. Vecsey where we can get the music of the selections we cannot find in the catalogues; also what the particular operatic selections are; whether they are published separately, and where we can get the music.

Yours very truly,

Wm. H. Meadowcroft

WHM/FS

Jan. 17th, 1912.

Mr. George Maxwell,
Managing Director.
G. Ricordi & Co.,
14 East 43rd St.,
New York City.

Dear Sir:-

Your favor of the 13th instant to the Edison Phonograph Co. has been referred to me for attention. In reply I beg to say that the earliest form of the Edison Phonograph was the type in which the record was made on a sheet of tinfoil placed around the cylinder. This was invented in the autumn of 1877, and in 1878 there were some hundreds of them manufactured and sold. As the incandescent electric light inventions came along in 1879, Mr. Edison was continuously busy thereon for some years thereafter. In 1887, however, he again resumed work on the Phonograph to put it into true commercial shape, and evolved the present type, with wax cylinder. He then commenced the regular manufacture, and the present type was first put on the market and offered to the trade in 1888. If there is any other information I can give you on this matter, please command me.

Mr. Edison requests me to say that he is greatly interested in music of all kinds, and just now the Italian

G.M.

(2)

Jan. 17/12

especially; and he would be pleased to have you send to him a complete set of such catalogues as you have for distribution, whether they are in English or other languages. Let me suggest that you address the same to me so that I may bring them to his attention.

Thanking you in advance, I am

Yours very truly,

Hand
GUSTAVO RICORDI, President GEORGE MAXWELL, Managing Director

G. Ricordi & C. Inc.
MUSIC - NEW YORK PUBLISHERS
MILAN - ROME - NAPLES - PALERMO
LONDON - PARIS - LEIPZIG - BUENOS AYRES

Telephone, Bryant 10 Cable Address: "Ricordi," New York

Fourteen East Forty-third Street

January 18, 1912

Mr. W. H. Mondwercroft,
Laboratory of Thomas A. Edison,
Orange, N. J.

Dear Sir:

I beg to thank you for yours of the 17th inst., and for the information contained therein. Our catalogues are rather numerous, but I take pleasure in sending you a complete set. They are divided and sub-divided to facilitate the finding of any subject.

Yours very truly,

George Maxwell

John Giorno & Company

Importing Tailors

116 East Twenty-fifth Street
New York

TELEPHONE 169 GRAMERCY

Feb. 9, 1912.

Thos. A. Edison Laboratory
New Jersey
Gentlemen:-

I'm sending under separate cover a booklet containing seven Neapolitan popular songs. These songs were selected from a musical contest held last year, and said songs have won several prizes. The first song ("Coro 'ngrato") is sung by Enrico Caruso on the Victor plates No. 88334. I wish you would look over these, and let me know if you have any use for them on your talking machines as the Victor Co. is doing.

Hoping to hear a favorable reply

I am

Yours truly
John Giorno.

88334 Coro 'ngrato (Neapolitan Song) Carulli

Caruso's exquisite *pianissimo*, and the caressing tenderness with which he sings this lovely Neapolitan song, show that never at any time in his career has the tenor been in better voice. The Neapolitan songs which this artist has given the Victor rival even his operatic favorites in popularity.

[ATTACHMENT/ENCLOSURE]

Headcraft -
we missing them
tought - find out
if Giorio put them
much more
we will take them
↵

Feb. 15th, 1912.

Mr. John Giorno,
116 East 23rd St.,
New York City.

Dear Sir:-

Your favor of the 9th instant was received; also the booklet containing seven Neapolitan popular songs. I would like to retain this booklet and will remit in payment of same if you will please advise me of the net price.

You ask me if I can use any of these songs for the phonograph, but you do not make any mention of the terms upon which you would be willing to allow me to so use them. Please let me know. I understand that the first song ("Core 'ngrato") has already been sung by Caruso for the Victor Company. Have any of the others been sung for talking machines?

Do you publish any other music? If so, will you please send me a full catalogue.

Yours very truly,

TAE/ES

P.S.-- When you reply, please put on your envelope
"For Mr. Meadowcroft"

John Giorio & Company

Importing Tailors

116 East Twenty-third Street

New York

TELEPHONE 189 GRAMERCY

Laboratory
of

Thomas A. Edison.

Feb. 16th 1912.

Dear Sir: Yours of 15th inst., at hand (and thank you for your kind courtesy of answering my letter of 9th inst. The booklet I sent to you on said date was a complimentary one; therefore no charges for same.

The first song ("Core'ngrate") has already been sung by "Caruso" for the Victor Co. The other six songs have not been yet sung for any talking machines.

In case you would like to use the first song ("Core'ngrate") you will have to ask the "Victor Co." permit for same.

In regards to the terms, I'm willing to have them the same as the "Victor Co." is allowing me; which is a Royalty of two cent (.02) on each record manufactured and sold. Trusting this matter is all cleared to you and hoping to do business with you.

I am
JG/S.E.

Yours respectfully
John Giorio.

Feb. 19th, 1912

Mr. John Giorno,
116 East 23rd St.,
New York City.

Dear Sir:-

Your favor of the 16th instant has been received
and its contents noted.

I shall let you know later as to whether I can
use any of the songs which you have sent.

I thank you for the complimentary copy of the
seven Neapolitan songs which you so kindly sent me.

You do not state in your letter whether or not
you deal in other music and, if so, whether you have a cata-
logue. Please let me know.

Yours very truly,

John Giorno & Company

Importing Tailors

116 East Twenty-third Street
New York

TELEPHONE 189 GRAMERCY

Laboratory
of

Thomas A. Edison.

Feb. 20, 1912.

Dear Sir:- In reply to yours of 18th
inst. in which you asked if I had
other songs or a catalogue of same.

I'm sorry to say that at
present I have no other songs; but the
book you have passed. That likely in
the near future I'll have some.

Yours respectfully
John Giorno.

Mch 2/12

Schimmers bound volumes
of Complete Orchestral compositions
of the following: (Vocal Score)

Bellini -	9 Volumes	15.00
Donizetti -	17 Volumes	42.00
Rossini -	30 Volumes	125.00
Verdi -	29 Volumes	80.00
		<hr/> 262.00

March 27th, 1912

Mr. J. H. Prialux,
10 East 34th St.,
New York City.

Dear Mr. Prialux:-

In regard to the vocal scores of the operas that you have been sending us, I have been so busy that I have only just had time to check up the list. You will find enclosed four pages containing a list of all the operas of Bellini, Donizetti, Rossini and Verdi, and you will find that most of them are ticked off in pencil. These ticks indicate what I have received here. There seems to be a discrepancy between the number that I have on hand and the number covered by your bills. Did you make a list by name of the operas as they were sent to us? The first bill that we received specified the operas, but the later ones did not. Unfortunately, the time they came I was up to the ears in work and opened the packages and just simply had the books sent up to the Music Room, where they were cared for by one of our young men. When Mr. Edison went away to Florida I had them brought down to the Library, and they have been under my care since that time. Within the last two days I have been checking them up, as per the ticked-off lists herewith. I wish you would kindly have the matter investigated at your

J.M.F.

(2)

Mar. 27/12

end of the line.

Of course, we want the full list, and as you will see, there are a number that are still required, especially of Rossini's operas.

Do you not think there is a possibility of some trouble in shipment between your place and ours? I mention this on account of the two missing shipments of sheet music that were made under dates of February 17th and 21st. Those were never received here. If the package is directed to me in care of the Laboratory, it does not go to the regular receiving room, but goes to the Gate House, where there is no possibility of any confusion, as the number of packages received there is comparatively small. Even if such a package were delivered to the Receiving Department of the Works, there is scarcely one chance in a hundred that it would fail of being delivered to me, as their constant effort is to clear their place of all packages received.

As to the one copy of Tannhauser, you will remember that I sent you sheet music to offset this.

Yours very truly,

WMH/RS

Proctor - Minn. May 12 - 1912
Edison Phonograph Co. NEWARK N.J.
1. ^{Get sheet music}
^{I will have}
^{attached for me}
^{they can answer}

Dear Sirs; the attached list of songs
for which there would be a strong demand, if they were
reproduced on your phonograph by your artists.

Fans of classical music have hunted for these among
your list of records without avail, & we find that they are
not manufactured as yet.

Will you kindly advise me, if your Company would
consider attached list of songs for their records,
& gratefully oblige,
Very truly yours

O. Oscar Elford,

Letter Box 127, Proctor, Minn.

Mr. Edison how do you like it?
say?

W.H.

[ATTACHMENT/ENCLOSURE]

"The Violet" -----Mozart.
"Lorely" -----Liszt.
"Dreams" -----Wagner.
"The Wanderer"-----Schubert.
"A Swan"-----Grieg.
"The Old Mother"-----Grieg.
"Press Thy Cheek Against Mine Own"-----Jensen.
"Dedication"-----Schumann.
"Love Song"-----Brahms.
"Adelaide"-----Beethoven.
"Golden at my feet"-----Rubenstein.
"Ae My Dear Old Mother"-----Dvorak.
"I Love Thee"-----Grieg.
"From Monte Pincio"-----Grieg.
"Row Gently Here, My Gondolier"-----Jensen.
"Ah The Torment"-----Paderewski.
"The Sea"-----MacDowell.
"Serenade"-----Strauss.

May 22nd, 1912

Mr. J. H. Priaulx,
c/o C. W. Ditsen & Co.,
10 East 24th St.,
New York City.

Dear Mr. Priaulx:-

Please have one copy of each of the following
songs sent to Miss R. Roy Thompson, 4401 Fourth Ave., Brooklyn,
N. Y., and charge to us, sending bill to me:

"The Violet" - - - - -	---Mozart
"Lorely" - - - - -	- Liszt.
"Dreams" - - - - -	Wagner
"The Wanderer" - - - - -	Schubert
"A Swan" - - - - -	Grieg
"The Old Mother" - - - - -	Grieg
"Press Thy Cheek Against Mine Own" - -	Jensen
"Dedication" - - - - -	Schumann
"Love Song" - - - - -	Brahms
"Adelaide" - - - - -	Beethoven
"Golden at my Feet" - - - - -	Rubenstein

J.M.P.

(2)

May 22/12

"As My Dear Old Mother" - - - - -	Dvorak
"I Love Thee" - - - - -	Grieg.
"From Monte Pincio" - - - - -	Grieg.
"Row Gently Here, My Gondolier" - - - - -	Jensen
"Ah The Torment" - - - - -	Paderewski
"The Sea" - - - - -	MacDowell
"Serenade" - - - - -	Strauss

Yours very truly,

WHM/RS

May 22nd, 1912

Mr. C. Oscar Ellefson,
Lock Box 127,
Proctor, Minn.

Dear Sir:-

Your letter to the Edison Phonograph Co.
has been shown to me, and we are much obliged for the list
of songs that you suggest. I shall have them sung for
me and then decide upon their availability for our purposes,
after which I will advise you.

Very truly yours,

TAE/ES

LIST OF OPERAS

received from

C. H. DITSON & COMPANY.

June 20th, -1912.

<u>QUANTITY</u>		<u>ARTICLE</u>	
3	Copies	Aida	By Verdi
3	"	Alzira	"
3	"	Aroldo	"
2	"	Attila	"
3	"	Ballo in Maschero	"
1	"	Battaglia di Lagnano	"
3	"	Don Carlo	"
1	"	Due Foscarì	"
3	"	Ernani	"
3	"	Falstaff	"
3	"	Finto Stanislao	"
3	"	Forza del Destino	"
3	"	Giovanna d' Arco	"
3	"	Lombardi	"
3	"	Louisa Miller	"
3	"	Macbeth	"
2	"	Masnadiere	"
3	"	Nabucco	"
3	"	Oberto	"
3	"	Otello	"
2	"	Rigoletto	"
2	"	Simon Boccanegra	"
2	"	Traviata	"
2	"	Trovatore	"
3	"	Vespri Siciliani	"
2	"	Il Corsaro	"
2	"	Anna Bolena	By Donizetti
2	"	Belisario	"
1	"	Betley	"
3	"	Don Pasquale	"
3	"	Don Sebastiano	"
2	"	Duca D'Alba	"
3	"	Elisir D'Amore	"
3	"	Favorita	"
3	"	Figlia del Reggimento	"
3	"	Linda di Chameuniz	"
3	"	Luois	"
3	"	Lucrezia Borgia	"
2	"	Maria di Rohan	"
2	"	Roberto Devereux	"
1	"	Poliuto	"
2	"	La Regina	"
2	"	L' Ago nell--	"
2	"	Adelson E. Salvini	By Bellini
3	"	Beatrice di Tenda	"
2	"	Bianca E. Fernando	"
1	"	I Capuleti (or Romeo)	"
2	"	Norma	"
2	"	Pirata	"
2	"	Puritani	"
2	"	Sonnambula	"
2	"	Straniera	"
3	"	Il Barbiere di Siviglia	By Rossini
3	"	Cenerentola	"
3	"	La Gazza Ladra	"
2	"	Italians in Algeri	"
2	"	Il Conte Ory	"
1	"	Moses	"
2	"	Semiramide	"
3	"	William Tell	"

THE MUSICIAN

THE LEADING MUSICAL JOURNAL
SUBSCRIPTION \$1.50 A YEAR

1912

CABLE ADDRESS, "CODITON NEW YORK"
TELEPHONE CONNECTING ALL DEPARTMENTS



CHAS. H. DITSON & CO. MUSIC PUBLISHERS

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METZLER & CO., LONDON

BALDWIN PIANOS
BRIDGE, PIERCE, HAVILY
AND OTHER WELL KNOWN MAKES

8-10-12 EAST 34TH STREET
NEAR FIFTH AVENUE

June 27th/12.

NEW YORK.....191

Mr. Meadowcroft,
Edison Laboratory,
Orange, N.J.

Dear Sir:

We beg to inform you that we can furnish
the complete Unfinished Symphony by Schubert for Small
Orchestra and Piano at \$1.60 retail less $\frac{1}{2}$ to you, postage
5¢.

Regarding Goldmark's Overture "Sakuntala", same
will cost \$7.00 retail less 20¢ to you, postage about 12¢. This
work comes only in the foreign edition.

"Andante" from the "5th Symphony" by Beethoven,
we do not know for Orchestra. Therefore we are unable to
quote price.

Trusting to be favored with your order, we are,

Very truly yours,

Chas. H. Ditson & Co.

[ATTACHMENT/ENCLOSURE]

Rubenstein's Barcarolles (set)
Mendelssohn's variations in D minor
or E flat Major -

Griegs Ballade Op 24

"
Goldmarks "Golden Wedding"

Schuberts "Linden Tree"

Rubenstein "Melody"

GIULIO RICORDI, President

GEORGE MAXWELL, Managing Director

G. Ricordi & C. inc.
MUSIC · NEW YORK · PUBLISHERS
MILAN · ROME · NAPLES · PALERMO
LONDON · PARIS · LEIPSIG · BUENOS-AYRES

Telephone, Bryant 10

Cable Address: "Idrocin" New York

Fourteen East Forty-third Street

July 9, 1912

Mr. Thomas A. Edison,
Orange, N. J.

Dear Sir:

Yours of July 3, to hand. Under separate cover, we have sent you whatever music we had in stock.

Enclosed please find invoice for same.

Kindly give better titles for the following:

"Gloconda" IV atto	Quot' ultima bacio
"Gloconda" I "	"Terzetto, soprano, Mezzo-sop. e Baritone Tu canti agli angeli
" I "	Oh cuor dono funesto
" III "	Concertato - soprano, tenore, Baritone, mezzo-soprano, basso e cori - Se lo salvai e adducui al Lido

The following are not our publications:

Andrea Chénier II atto	Duetto soprano e tenore Ecco l'altare
" IV "	Duetto Vicine a te
Fedora II "	Loris Iparoff oggi lo Czar
Imbueno Morita III "	tenore e soprano Dormivi Segnavo
Amica I "	soprano e baritone Fin presso al ciel
Maestro Ferrarese	Romanza Portati via
" "	Vento! Lido abbandonato

"Tonca" I atto - tenore e soprano - Soprano solo only
(Non la scopiro la nostra casetta)

"Tonca" III atto - tenore e soprano (Oh delvi baci) Tenore solo only

Yours truly,

G. Ricordi & Co. *B*

July 10th, 1912

Messrs. Breitkopf & Hartel,
24 West 20th St.,
New York City.

Gentlemen:-

Please send to my assistant, W. H. Meadowcroft,
the following books and charge to me:

On Conducting, by Felix Weingartner
Ear Training, by Dr. S. Judasohn
Instrumentation, by Dr. S. Judasohn

Yours very truly,

TAE/ES

7/16

Mr. Edison:

In connection with the
Contract with Orville Harrold,
the Tenor, there was one song
mentioned that you desired me
to obtain.

This is the song, but
you will notice that reproduction
by phonograph is not permitted.
See notice at bottom of title
page.

Wm. Holloway

July 16/12

Mr. Edison, - It is our custom to make
free use of ^{copyrighted} musical compositions published
prior to July 1, 1909 in making records.

July 17, 1912

Legal Dept
Sanborn


Phono
man

10/3

Mr. Meadowcroft:

Referring to the list of songs headed,
"SONGS FROM DITSON'S SONG FOR MR. EDISON" (Selected from
952 songs)
would ask that you kindly send me copies of the following
numbers. I spoke to Mr. Edison about this some few days
ago and he was willing that I should have them.

- X AH! THIS HEART WITH JOY IS BOUNDING---PALOMITA---Glover
CHARGE OF THE LIGHT BRIDGE - - - - - Gloyer
OOO! SAYS THE GENTLE DOVE - - - - - Levey
DREAM OF HOME - - - - - Herbert
X EVER OF THEE - - - - - Hall
X FINALLY--Oh curse me but my infant spare--NORMA - Bellini
FORMOSA-----BOAT SONG - - - - - Operti
IL SOSPIRO! (The Sigh) - - - - - Bassini
X L'ESTASI (Ecstasy) - - - - - Arditi
LA GIARDINIERA - - - - - Giorza
X LA FARFALLETTA (The Butterfly) - - - - - Torry
X MORI DI PAURA " - - - -IL TROVATORE - Verdi
(The Count's Servant)
X SAY WILT THOU EVER THINK OF ME--L'ELISIR D'AMORE Donizetti
SING GAILY, DANCE GAILY - - - -PALOMITA - - - - Glover
SING TO ME GONDOLIER - - - - - Phelps
THE ASRA - - - - - Rubinstein
X THE BUGLER - - - - - Pinsuti
X THE BLUE ALSATIAN MOUNTAINS - - - - - Adams
X THE BLOOM IS ON THE RYE - - - - - Bishop
THE BIRD'S REPLY - - - - - West
X THE BOAT WITH MY TRUE LOVE'S NAME - - - - - Coe
VALZIAMO SEMPRE - - - - - Strauss, Jr.
ANTONETTE - - - - - Arnold
RITXXX AT THY DESIRE - - - - - Ritter
BIRD OF THE WING - - - - - Auguste

 Here selections marked X

✕ BEAUTY'S EYES - - - - -	Tosti
CALL ME YOUR DARLING AGAIN - - - - -	Skelly
DI QUAI SCAVI (Why Fell My Tears) ---I MARTIN---	Donesitti
FOR YOU - - - - -	Smith
✕ FLEE AS A BIRD - - - - -	Dana
HARK! WHAT I TELL TO THEE - - - - -	Haydn
✕ IL BACIO - - - - -	Arditi
✕ KATHLEEN MAVOURNEEN - - - - -	Grouch
✕ LOVE'S DREAM AFTER THE BALL - - - - -	Czibulka
✕ MARGARET AT THE SPINING WHEEL-----FAUST----	Schubert
✕ NANCY LEE - - - - -	MONEY Adams
✕ NO ONE TO LOVE - - - - -	Harvey
OF THEE I AM THINKING - - - - -	Strelezki
✕ ROSES, ROSES EVERYWHERE - - - - -	Trottere
✕ SWEET SPIRIT HEAR MY PRAYER -----LURLINE---	Wallace
✕ STRIDE LA VAMPA(Upwards the flames roll) --IL TROVATORE - - - - -	Verdi
THE SECRET - - - - -	Meroni
THE SWALLOW - - - - -	Serradell
THE SONG OF THE COQUETTE - - - - -	Mattel
TOREADOR, HOLA! - - - - -	Trottere
✕ THE LOVER AND THE BIRD - - - - -	Guglielmo
VIENI, O RUGGIERO-----WILLIAM TELL - - - - - (Come dearest Darling)	Rossini
WHERE THE WATER LILIES GROW - - - - -	Green
WHEN FIRST ON MY BOSOM - - - - -	Alden
WITHIN MY CHAMBER - - - - -	Buck
WHERE THE BIRDS SING - - - - -	Hackelton

If you will have them ready I will have our messenger call for them on Saturday morning.

W. H. A. Cronkhite

10-3-12

(Copy to Mr. Edison)

Telephone,
1819 Broadway.
Cable
"Novello."



PUBLISHED BY
THE NEW MUSIC REVIEW
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The Clayton F. Summy Co.

THE H. W. GRAY COMPANY,
Sole Agents for

NOVELLO & Co., Limited,
MUSIC PUBLISHERS AND IMPORTERS,
21 East 17th Street,

New York, Nov. 21, 1912.

Thomas A. Edison, Esq.,
Orange, N. J.

Dear Sir:-

Your favor of the 19th to hand. In reply we beg
to say that we have much pleasure in giving you permission
to use an enlargement of the chart which appears as a frontis-
piece in the book, - Orchestral Instruments and What They Do
by Daniel Gregory Messon, making from twenty to twenty-five
blue prints for your private use.

We would ask you to kindly print on the copies that
they are copyright by us and that they are printed for private
use with our permission.

Yours truly, MEADOW CROFT
THE H. W. GRAY COMPANY.

HWG/G

*Mr. Edison
Shall I have this
added to the tracing?
Meadowcroft*

*Say on Blue print
Copyrighting By H. W. Gray*

**Edison General File Series
1912. Politics (E-12-68)**

This folder contains correspondence relating to local and national politics. The selected documents pertain primarily to the presidential election of 1912 and Edison's support for Progressive Party candidate Theodore Roosevelt. Included are the results of an informal presidential preference poll conducted among workers at the West Orange laboratory.

Approximately 30 percent of the documents have been selected. The unselected material consists of announcements, unsolicited invitations and appeals for funds from political parties, and other unsolicited items with no substantive reply from Edison.

Wm. H. H. H.
Partners

Say Yes

Dear Mr. Edison

West York

on Friday evening

we are giving in Newark

an informal reception

to Mr. Baer of New Hampshire

and Mr. Stubbins of Kansas

who are coming to operate

with Mr. Lee and Mr. Stiles
in favor of the nomination
of Mr. Roosevelt in the
Republican Convention.
Stevens read that you
favor Mr. Roosevelt. We
woud be keen if you will
permit us to do so.

name as a member of
the Reception Committee.

It will be of the greatest
help and entail no very
serious responsibilities.
With kindest regards,

Yours sincerely,

Ernest R. Brown

Feb 22

Ed. Pers. Politics

EDWARD H. JOHNSON

TEL. 1424, DIRECTOR

COMMERCIAL TRUST BUILDING
100 WALL STREET
NEW YORK, N.Y. 39-71012

Aug 9/4 EHV = of course it is correct
There are many ^{other} reasons why I am for

Dr. Edison Roosevelt,

I read somewhere that you
were for Roosevelt & when
asked why - you replied
"because he is a man who
does things"

I was telling this at a dinner
at the Club where the guests
were Hoteliers Prendergast
Woodruff & Standard of the
Mail & Express.

A note was promptly made
of your reply, but I was
asked to get the story
confirmed - I promised
I would do so - Is it O.K.?

Yours E.H.J.

Cur

PROGRESSIVE PARTY

For President, THEODORE ROOSEVELT

For Vice-President, HIRAM JOHNSON

West Orange, N. J., August 30, 1912.

TO THE CITIZENS OF WEST ORANGE:

The PROGRESSIVE PARTY of West Orange, vigorously advocating the candidacy of THEODORE ROOSEVELT, for President, and HIRAM JOHNSON, for Vice-President, and resenting the unfair action of the Taft Steam Roller at the Chicago Convention, extends to all citizens of the town, *irrespective of former party affiliations, whether Republican, Democratic or any of the old parties*, a cordial invitation to attend the birth of the new party, *locally* and enlist in the ranks at a

MASS MEETING

to be held at.

HEDGES' HALL

Valley Road, opposite St. Mark's Church, Tuesday evening, 8 o'clock sharp,

SEPTEMBER 3rd,

for the purpose of suggesting and endorsing Progressive candidates for town offices such as Mayor, Tax Collector, Town Clerk, Assessor, and a complete ticket from Constable to Councilman in each and every one of the five wards.

There is a strong sentiment for a change in our local government, and immediately upon completion of our ticket, an aggressive campaign will be waged.

IMPORTANT

As it will be necessary for the PROGRESSIVE PARTY to nominate by petition this year, we give below some

DON'TS FOR PROGRESSIVES

DON'T take part in the Committee or Convention meetings of any other party.

DON'T fail to resign from the Committee of any other party, if member of such Committee.

DON'T sign a petition of any candidate for office, unless it bears the name of the PROGRESSIVE

PARTY.

DON'T register as a member of any other party, or participate in the Primaries of any other Party this year (1912) as such action would handicap you in taking part in the PROGRESSIVE Primaries next year (1913).

You can register for the General Election on September 10th, September 24th, and October 22nd. September 24th is Primary Day for the old parties. It is not necessary to vote in any of the party boxes. PROGRESSIVES can merely register on this day for the General Election.

DON'T FORGET THAT YOU ARE NOW A PROGRESSIVE, and no longer a Republican, Democrat, Independence Leaguer, or a member of any other party.

DON'T let any of the Progressives do any of the things against which you are warned.

PASS THE WORD AROUND.

If you cannot attend, and desire to enroll under the banner of the new PROGRESSIVE PARTY, kindly notify Wm. J. Smith, Chairman, West Orange, N. J.

BUSINESS MEETINGS AT HEDGES HALL, EVERY MONDAY evening, 8 o'clock.

All are Welcome.

Respectfully,

PROGRESSIVE COMMITTEE



Club
NIGHT LETTER
THE WESTERN UNION TELEGRAPH COMPANY
INCORPORATED TELETYPE SERVICE TO ALL THE WORLD

CABLE SERVICE TO ALL THE WORLD

[illegible]

THEO. N. VAIL, PRESIDENT

BELVIDERE BROOKS, GENERAL MANAGER

RECEIVED AT

59 NL NL 3 EX COUNT 8 "S.

SEPTEMBER 2ND, 1912

238 MAIN ST., ORANGE, N. J.
ALWAYS OPEN

THOMAS A EDISON

METRO PARK, ORANGE, N.J.

WE ARE PREPARING A CAMPAIGN MAGAZINE FOR THE PROGRESSIVE PARTY AND INTEND TO DEVERT ONE PAGE TO TABLOID SENTIMENTS OF PROMINENT MEN ON "WHY I AM FOR THE PROGRESSEIVE PARTY" WOULD DEEPLY APPRICATE A CHARACTERISTIC TELEGRAM OR LETTER OF 50 TO 75 WORDS FROM YOU TO REACH US NOT LATER THAN WEDNESDAY MORNING.

PROGRESSIVE NAT.COM

JOHN M. BRUCE:

12.18 A

24
1912

Henry 434 William St.
find out what she
is - I don't think so
effort made with Sept. 19 - 1912
Manager Edison Works; {

Dear Sir,

I have read in the
New York Mail that Mr. Edison
is a supporter of Roosevelt and
the Progressive Party. I am an
authorized speaker for the party,
enrolled with the National Committee,
and would be glad of an opportunity
to speak to the employees, at the
noon hour or any convenient time.
A ~~time~~ before the first of October
would suit me best - any day
except next Sunday, the 23rd.

I am not speaking in the interest
of Norman Duffie, but for the
party platform in general, and
would emphasize the advantages
to the people at large, and the
working people in particular,
embodied in that platform.

If your people would like to
hear a brief address, and the
opportunity could be given, kindly
let me know as soon as possible,
as I am free during September,
but will have less time in October,
though would still be open to an
engagement.

Yours very truly,
Marion C. Smith.

Club

PROGRESSIVE PARTY HEADQUARTERS,
180 Worthington Street,

Springfield, Sept. 21, 1912.

Honorable Thomas A. Edison,
Orange N.J.

Hy Mills
MEADOW CROFT
MEADOW CROFT
overmarked

Dear Sir:-

We were complimented to know that you have endorsed the Progressive movement. Our club has been hoping we could get you to come to Springfield and address us. This section of New England is the center of the automobile industry of the east, the United States Armory is located here and at least one-third of our population are engaged in mechanical trade. To these men your history appeals with a peculiar force. They are interested in whatever you have to say and would appreciate if in some manner you could arrange to talk to them. We know it is something of an imposition on our part to request your presence and we also know that it may be impossible for you on account of your scientific researches or labors to give the time to anybody.

We hope if you can spare the time at all you can spare it for us. If you can come the sooner you could arrange it the better and we would be glad to suit everything to your convenience. We want you to talk on your reasons for supporting Colonel Roosevelt and whether you say much or little it will be valuable to the cause of Colonel Roosevelt and grateful to his supporters who are also your admirers.

In the event that it impossible for you to come a letter to us would be of great help and the Progressive Party Club here would treasure it.

Of course if it is possible we want you to come and a letter while valuable to us would be a poor substitute for your presence.

From a publicity standpoint the newspapers from here circulate all over Western New England, The Springfield Republican, The Springfield Union, The Springfield Daily News, The Springfield Tribune, The Springfield Homestead. Through these you could talk to an immense audience.

I doubt if any of the people in this section have ever seen you unless the few who have met you in other places. This section the mechanical portion of New England would welcome you as perhaps no other living American.

May we hope that you will be with us. The mere announcement that you are for the Roosevelt cause we are spreading broadcast as you will notice by the enclosed postal.

Respectfully,

Secretary.

Frank J. Sullivan

Mr Edison <sup>Ed - Pers
Politics</sup>

7/24

OK You will vote

No Candidates of Bull Moose party
at the primaries this year They will be
nominated by petition

If you vote in the primaries this year as
a Republican you cannot vote in the
primaries next year for Bull moose.

H. S. Bell

[ATTACHMENT/ENCLOSURE]

This Sample Ballot is an exact copy of the Ballot to be used on Primary Day. THIS BALLOT CANNOT BE VOTED.

No.

To be torn off by the Judge of Election.
Fold to this line.

Republican Primary Ticket.

Town of West Orange.

Ward No. 2.

Election District No. 2.

September 24, 1912.

Town Clerk.

Mark a cross X in the square at the left of the name of the person for whom you wish to vote.

Favored for United States Senator		Vote for One
<input type="checkbox"/>	FRANK O. BRIGGS	
For Member of the House of Representatives		Vote for One
<input type="checkbox"/>	W. I. LINCOLN ADAMS	Regular Republican
<input type="checkbox"/>	WILLIAM G. WEBSTER	Favors Proportive measures Against third term
For Members of the General Assembly		Vote for Twelve
<input type="checkbox"/>	HENRY F. HOLLOWAY	Regular Republican
<input type="checkbox"/>	COLEMAN E. KISSAM	
<input type="checkbox"/>	WILLIAM M. BEARD	
<input type="checkbox"/>	WILLIAM E. STAGG	
<input type="checkbox"/>	FRED PROUT	
<input type="checkbox"/>	THOMAS J. SMITH	
<input type="checkbox"/>	ROBERT E. MITCHELL	
<input type="checkbox"/>	FRED G. STICKEL, JR.	
<input type="checkbox"/>	CHARLES G. LINNENKOHL	
<input type="checkbox"/>	MORTIMER LOWY	
<input type="checkbox"/>	EDWARD HOFFMAN	
<input type="checkbox"/>	JOSEPH STEINER	
For County Clerk		Vote for One
<input type="checkbox"/>	J. WILLIAM HUEGEL	Republican
<input type="checkbox"/>	JOHN B. WOOLSTON	Republican
For County Supervisor		Vote for One
<input type="checkbox"/>	ANDREW C. SNYDER	Regular Republican

[CONTINUED ON NEXT FRAME]

September 24, 1912.

Edw. H. Brown

Town Clerk.

Mark a cross X in the square at the left of the name of the person for whom you wish to vote.

Favored for United States Senator		Vote for One
<input type="checkbox"/>	FRANK O. BRIGGS	
For Member of the House of Representatives		Vote for One
<input type="checkbox"/>	W. I. LINCOLN ADAMS	Regular Republican
<input type="checkbox"/>	WILLIAM G. WEBSTER	Favors Progressive measures Serves third term
For Members of the General Assembly		Vote for Twelve
<input type="checkbox"/>	HENRY F. HOLLOWAY	Regular Republican
<input type="checkbox"/>	COLEMAN E. KISSAM	
<input type="checkbox"/>	WILLIAM M. BEARD	
<input type="checkbox"/>	WILLIAM E. STAGG	
<input type="checkbox"/>	FRED PROUT	
<input type="checkbox"/>	THOMAS J. SMITH	
<input type="checkbox"/>	ROBERT E. MITCHELL	
<input type="checkbox"/>	FRED G. STICKEL, JR.	
<input type="checkbox"/>	CHARLES G. LINNENKOHL	
<input type="checkbox"/>	MORTIMER LOWY	
<input type="checkbox"/>	EDWARD HOFFMAN	
<input type="checkbox"/>	JOSEPH STEINER	
For County Clerk		Vote for One
<input type="checkbox"/>	J. WILLIAM HUEGEL	Republican
<input type="checkbox"/>	JOHN B. WOOLSTON	Republican
For County Supervisor		Vote for One
<input type="checkbox"/>	ANDREW C. SNYDER	Regular Republican
For Members of the Board of Chosen Freeholders		Vote for Three
<input type="checkbox"/>	CHRISTIAN AHNER	Regular Republican
<input type="checkbox"/>	FERDINAND ROEMMELE, JR.	
<input type="checkbox"/>	WILLIAM S. ROSENSTRAUCH	
For Mayor		Vote for One
<input type="checkbox"/>		
For Town Clerk		Vote for One
<input type="checkbox"/>	JOSEPH W. HANLEY	
For Town Collector		Vote for One
<input type="checkbox"/>		
For Member of Board of Assessors		Vote for One
<input type="checkbox"/>	JOHN RANDALL	
<input type="checkbox"/>	JOSEPH STEVENS	
For Member of Town Council		Vote for One
<input type="checkbox"/>	JOHN J. MAGEE	
For Justice of the Peace		Vote for One
<input type="checkbox"/>		
For Constable		Vote for One
<input type="checkbox"/>		
For Member of County Committee		Vote for One
<input type="checkbox"/>		

[ATTACHMENT/ENCLOSURE]

[CONTINUED FROM PRECEDING FRAME]

[ATTACHMENT/ENCLOSURE]

This Sample Ballot is an exact copy of the Ballot to be used on Primary Day. THIS BALLOT CANNOT BE VOTED.

No.

To be torn off by the Judge of Election.

Fold to this line.

Democratic Primary Ticket.

Town of West Orange.

Ward No. 2.

Election District No. 2.

September 24, 1912.

Joseph M. Brown

Town Clerk.

Mark a cross X in the square at the left of the name of the person for whom you wish to vote.

Favored for United States Senator		Vote for One
<input type="checkbox"/>	WILLIAM HUGHES	
<input type="checkbox"/>	FRANK M. McDERMITT	
<input type="checkbox"/>	JAMES SMITH, JR.	Democrat
<input type="checkbox"/>	JOHN W. WESCOTT	
For Member of the House of Representatives		Vote for One
<input type="checkbox"/>	HERBERT W. KNIGHT	Progressive Democrat
<input type="checkbox"/>	EDWARD W. TOWNSEND	Democrat
For Members of the General Assembly		Vote for Twelve
<input type="checkbox"/>	WILLIAM E. MAGUIRE	Democrat
<input type="checkbox"/>	HUBERT J. ROWE	
<input type="checkbox"/>	CHARLES A. NUTTING	
<input type="checkbox"/>	SIMON L. FISCH	
<input type="checkbox"/>	JOHN J. BRACKEN	
<input type="checkbox"/>	BENNETT H. FISHLER	
<input type="checkbox"/>	LAWRENCE McCABE, JR.	
<input type="checkbox"/>	LOUIS LEWIS	
<input type="checkbox"/>	JOHN A. MATTHEWS	
<input type="checkbox"/>	JOSEPH B. BLOOM	
<input type="checkbox"/>	FRANK A. FOLEY	
<input type="checkbox"/>	JOSEPH F. PAPSCOE	
<input type="checkbox"/>	DIX W. NOEL	
<input type="checkbox"/>	WILFRED C. ROSZEL	
<input type="checkbox"/>	F. G. JOHNSON	
<input type="checkbox"/>	TIMOTHY BARRETT	
<input type="checkbox"/>	L. MANCUSI-UNGARO	
<input type="checkbox"/>	WILLIAM J. McFADDEN	

[CONTINUED ON NEXT FRAME]

	WILFRED C. ROSZEL	
	F. C. JOHNSON	
	TIMOTHY BARRETT ***	
	L. MANCUSI-UNGARO	
	WILLIAM J. McFADDEN	Progressive Democrat
	ADAM J. ROSSBACH	
	JAMES C. SPRIGGS	
	JOHN A. KELLY	
	JOSEPH MERCY	
	MAURICE R. WELCH	
	JACOB G. BECKER	
For County Clerk		Vote for One
	GEORGE GRIMME	Regular Democrat
	JOSEPH McDONOUGH	Democrat
	CLARENCE SACKETT	Progressive Democrat
For County Supervisor		Vote for One
	JACOB PINKINSON	Progressive Democrat
	EDWARD SCHICKHAUS	Democrat
For Members of the Board of Chosen Freeholders		Vote for Three
	FREDERICK C. STECK	Regular Democrat
	EMMETT J. QUINN	
	JOHN H. WATERS	
	NATHANIEL J. WARD	Democrat
	JOSEPH A. BRADY	Progressive Democrat
	CHARLES N. HART	
	IRVING D. BELLES	
For Mayor		Vote for One
	SAMUEL A. MUTA	
For Town Clerk		Vote for One
	GEORGE W. POSTER	
	JAMES LOHMAN	
	DITLOW SCHROLL, JR.	
For Town Collector		Vote for One
	FRANK A. O'CONNOR	
For Member of Board of Assessors		Vote for One
	CHARLES A. McCLOSKEY	
	NEWELL N. SMITH	
For Member of Town Council		Vote for One
	JOHN J. GILLICK	
For Justice of the Peace		Vote for One
	NICHOLAS J. BELOTT	
For Constable		Vote for One
	RALPH BELOTT	
For Member of County Committee		Vote for One
	FRANK A. O'CONNOR	

[ATTACHMENT/ENCLOSURE]

[CONTINUED FROM PRECEDING FRAME]

[ATTACHMENT/ENCLOSURE]

This Sample Ballot is an exact copy of the Ballot to be used
on Primary Day. THIS BALLOT CANNOT BE VOTED.

No. -----

To be torn off by the Judge of Election.
Fold to this line.

Socialist Primary Ticket.

Town of West Orange.

Ward No. 2.

Election District No. 2.

September 24, 1912.

John McEligot
Town Clerk.

Mark a cross X in the square at the left of the name of the person for whom
you wish to vote.

Favored for United States Senator		Vote for One
For Member of the House of Representatives		Vote for One
<input type="checkbox"/>	T. ALEX CAIRNS	Socialist Party Member
For Members of the General Assembly		Vote for Twelve
<input type="checkbox"/>	GUS. W. BERGER	Socialist Party Member
<input type="checkbox"/>	JOHN DENZER	
<input type="checkbox"/>	MILO C. JONES	
<input type="checkbox"/>	TIMOTHY McELIGOT	
<input type="checkbox"/>	TIMOTHY O'LEARY	
<input type="checkbox"/>	H. EMMETT PHELPS	
<input type="checkbox"/>	OTTO RUHNKE	
<input type="checkbox"/>	STEPHEN A. D. SMITH	
<input type="checkbox"/>	PERCY S. SULC	
<input type="checkbox"/>	JAMES C. TURNBULL	
<input type="checkbox"/>	ANDREW P. WITTEL	
<input type="checkbox"/>	WILLIAM HEUER	
For County Clerk		Vote for One
<input type="checkbox"/>	EDWARD L. KLUMP	Socialist Party Member
For County Supervisor		Vote for One
<input type="checkbox"/>	THOMAS H. MOORE	Socialist Party Member
For Members of the Board of Chosen Freeholders		Vote for Three
<input type="checkbox"/>	EDWARD H. ASHTON	Socialist Party Member
<input type="checkbox"/>	JAMES B. BACHMAN	

[CONTINUED ON NEXT FRAME]

September 24, 1912.

Town Clerk.

Mark a cross ☒ in the square at the left of the name of the person for whom you wish to vote.

Favored for United States Senator		Vote for One
For Member of the House of Representatives		Vote for One
<input type="checkbox"/>	T. ALEX CAIRNS	Socialist Party Member
For Members of the General Assembly		Vote for Twelve
<input type="checkbox"/>	GUS. W. BERGER	Socialist Party Member
<input type="checkbox"/>	JOHN DENZER	
<input type="checkbox"/>	MILO C. JONES	
<input type="checkbox"/>	TIMOTHY McELIGOT	
<input type="checkbox"/>	TIMOTHY O'LEARY	
<input type="checkbox"/>	II. EMMETT PHELPS	
<input type="checkbox"/>	OTTO RUHNKE	
<input type="checkbox"/>	STEPHEN A. D. SMITH	
<input type="checkbox"/>	PERCY S. SULC	
<input type="checkbox"/>	JAMES C. TURNBULL	
<input type="checkbox"/>	ANDREW P. WITTEL	
<input type="checkbox"/>	WILLIAM HEUER	
For County Clerk		Vote for One
<input type="checkbox"/>	EDWARD L. KLUMP	Socialist Party Member
For County Supervisor		Vote for One
<input type="checkbox"/>	THOMAS H. MOORE	Socialist Party Member
For Members of the Board of Chosen Freeholders		Vote for Three
<input type="checkbox"/>	EDWARD H. ASHTON	Socialist Party Member
<input type="checkbox"/>	JAMES B. BACHMAN	
<input type="checkbox"/>	JOHN T. WHERE'TT	
For Mayor		Vote for One
<input type="checkbox"/>	LEON HARRIS	Socialist
For Town Clerk		Vote for One
<input type="checkbox"/>	EARL DOLOFF	
For Town Collector		Vote for One
<input type="checkbox"/>	PAUL SCHOBBER	
For Member of Board of Assessors		Vote for One
<input type="checkbox"/>	FRANK MILLER	
For Member of Town Council		Vote for One
<input type="checkbox"/>		
For Justice of the Peace		Vote for One
<input type="checkbox"/>		
For Constable		Vote for One
<input type="checkbox"/>		
For Member of County Committee		Vote for One
<input type="checkbox"/>		

[ATTACHMENT/ENCLOSURE]

[CONTINUED FROM PRECEDING PAGE]

Mr Edison ^{Ed - Politics}

Will you allow Gov Fort and myself
to place your name on the ballot as a
Roosevelt elector,

~~JK~~
Phoned Mr. Calby
house 10/1/12
10 am

Say cant do anything that
will ~~make~~ cause me to leave
Everett Calby ^{Legonary}
Σ

WOT
▽

Ed. : Politics

MEADOW CRAFT.

PROGRESSIVE PARTY

HOTEL MANHATTAN

NEW YORK

Meadowcraft
Take a Poll of Lab -

October 9th, 1912.

My dear Mr. Edison:-

As I came away from your establishment the other day it was evidently just at the closing hour and I saw the men swarming out of the gates. I have been wondering ever since if there was any proper way to take a poll of these men, showing how they stand on the three Presidential candidates!

Sincerely yours,

Franklin D. Roosevelt

Mr. Thos. A. Edison,
Valley Road,
West Orange, N. J.

Roosevelt	71
Wilson	33
Debs	24
Taft	6
	<hr/>
	134

HOMER RODEHEAVER

CHAS. H. GABRIEL, MUSICAL EDITOR

W. P. RODEHEAVER, MGR.

Ed-Rod

THE RODEHEAVER COMPANY

FORMERLY RODEHEAVER-ACKLEY CO.

MUSIC PUBLISHERS

PUBLISHERS OF
"GREAT REVIVAL HYMNS"

USED IN
W. A. SUNDAY CAMPAIGNS

806 METHODIST BDOK CONCERN BUILDING

14 WEST WASHINGTON STREET

CHICAGO

MEADOW CROFT.

Send for 4 doz
10/9/12

Mr Thomas A. Edison,

Orange, N. J.

Dear Sir:-- Having just read the splendid interview with you on the BULL MOOSE subject, we beg to hand you a sample of one of the greatest Campaign Novelties with our compliments, which is making a wonderfull hit here.

The song is easy and catchy and the men take hold of it very readily, and they certainly make a great sensation when they all waive their BANDANNAS while singing the chorus.

If it would appeal to you at all, and you would kindly recommend it in some of your demonstrations, we would be glad to make some very low prices for them.

Very Truly,

THE RODEHEAVER CO.

P. S. -- Would just mention that we make the Handkerchief at 75¢ per doz or \$8.00 per gross.

Ed. Polines

PROGRESSIVE PARTY
HOTEL MANHATTAN
NEW YORK

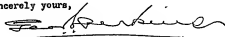
October 9th, 1912.

My dear Mr. Edison:-

Ever since my visit with you the other day I have been meaning to write you a note and tell you how much I enjoyed it; and now, in addition to doing this, I want to tell you how much we all appreciate the splendid interview you gave the newspaper boys last Sunday. It has had wide publicity and has done a great deal of good; in fact Mr. Van Valkenburg, of the Philadelphia North American, told me to-day that he thought it had done more good than any one single thing.

With best regards, I am,

Sincerely yours,



Mr. Thomas A. Edison,
Valley Road,
West Orange, N. J.

*Ed
Palmer*

LABORATORY AND OFFICES

OF

HENRY C. DEMMING

Nos. 15 and 17 North Third St., Harrisburg, Pa., U. S. A.
Cable Address:—"Marlon."

Consulting Geologist, Mineralogist and Chemist of the
Commonwealth of Pennsylvania.
Member Engineers' Society of Pennsylvania.
Member American Chemical Society.
Member National Geographic Society.
Member American Forestry Association.
Member American Association for the Advancement of
Science.
Member American Association for Highway Improvement.
Member 7th and 8th International Congresses of Applied
Chemistry.
Member American Humane Association.

Harrisburg, Pa., October 19, 1912.

Hon. Thomas A. Edison,

Orange, New Jersey.

[Handwritten signature]

Friend Edison:

I was delighted beyond measure when I read in the daily papers your declaration in favor of Theodore Roosevelt ~~as~~ our next President.

You will note by the enclosed card that I have been nominated for Congress in this Congressional district, with some prospect of election, as the Roosevelt party carried the district by a good majority last April, when the primary contest took place.

I hope to see you in Harrisburg ere long, and to have the pleasure of entertaining you while here.

By the way, have you succeeded in purifying Bismuth to the extent you desired? In a few days I intend to go to the locality in Colorado where Bismuth ore has been found in the Comstock gold mine, and I shall probably bring a number of samples with me to my laboratory here for the purpose of extracting the metal, and experimenting with it until I have Bismuth in its purest form.

Hoping you are well, and that you are not overworking yourself these strenuous days, I remain

Faithfully yours,

Henry C. Demming.

FOR MEMBER OF
SIXTY-THIRD CONGRESS
FROM THE SEVENTH CONGRESSIONAL DISTRICT
OF PENNSYLVANIA
COUNTY OF COWLELAND, DUNFORD, LEAHON

Col. Henry C. Demming

YOUR SUPPORT AND VOTE WILL BE
GRATEFULLY APPRECIATED



Washington (National Progressive) Party



Get
Public

LABORATORY AND OFFICES

OF

HENRY C. DEMMING

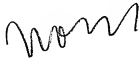
No. 15 and 17 North Third St., HARRISBURG, PA., U. S. A.
Cable Address:—"Marlon."

Consulting Geologist, Mineralogist and Chemist of the
Commissioners of Pennsylvania,
Member Engineers' Society of Pennsylvania,
Member American Chemical Society,
Member National Geographic Society,
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Member American Association for Highway Improvement,
Member 7th and 8th International Congresses of Applied
Chemistry,
Member American Humane Association.

Harrisburg, Pa., October 19, 1912.

Hon. Thomas A. Edison,

Orange, New Jersey.



Friend Edison:

I was delighted beyond measure when I read in the daily papers your declaration in favor of Theodore Roosevelt for our next President.

You will note by the enclosed card that I have been nominated for Congress in this Congressional district, with some prospect of election, as the Roosevelt party carried the district by a good majority last April, when the primary contest took place.

I hope to see you in Harrisburg ere long, and to have the pleasure of entertaining you while here.

By the way, Have you succeeded in purifying Bismuth to the extent you desired? In a few days I intend to go to the locality in Colorado where Bismuth ore has been found in the Comstock gold mine, and I shall probably bring a number of samples with me to my laboratory here for the purpose of extracting the metal, and experimenting with it until I have Bismuth in its purest form.

Hoping you are well, and that you are not overworking yourself these strenuous days, I remain

Faithfully yours,

Henry C. Demming.

This may be your last chance to vote for
a Veteran Union Soldier of the
Great War of the Rebel-
lion, 1861 to 1865

Politics
IRVING K. TAYLOR, Chairman

WALTER F. SIMPSON, Secretary
EVERETT COLBY, Chairman Executive Committee

WM. FELLOWES MORGAN, Treasurer

Progressive County Committee
OF
Essex County, New Jersey

211-213 HALSEY STREET, NEWARK, N. J.
ONE BLOCK SOUTH OF MARKET ST.

TELEPHONES ⁽²¹¹⁾ ₍₂₁₃₎ MARKET

ARCH 11 BROOKLYN BRIDGE, NEW YORK CITY.

October 29th, 1912.

Thomas A. Edison, Esq.,
Llewellyn Park,
West Orange, N.J.

Dear Mr. Edison:

The Progressive Party is making a very active campaign in Essex County, which necessitates the expenditure of a good deal of money for printing, postage, clerk hire and the holding of meetings.

It is not easy to raise this money. A few of us have borne the greater part of the burden, contributing from \$500. to \$1500. apiece. We still need some \$5,000. to complete our work for this County. Can you help us out to the extent of \$500. or \$1,000. ?

Thanking you in advance for any assistance you will give us, I am,

Very truly yours,

Wm. Fellowes Morgan
Treas.

MEADOW CROFT
Aug 8
any I have
just added to my
list cards but in
to the NY
Office no more
has any 3 times
either if sent
gone & think
very slow

**Edison General File Series
1912. Port Huron [not selected] (E-12-69)**

This folder contains unsolicited correspondence and other documents relating to Port Huron, Michigan, where Edison lived from 1854 to 1863. Included are appeals from civic and charitable organizations and letters seeking information about Edison's childhood.

Edison General File Series
1912. Proudfoot's Commercial Agency [not selected] (E-12-70)

This folder contains commercial reports on individuals, companies, and charitable organizations. Among the documents for 1912 are reports relating to l'Alliance Française de New York, the Guardians of Liberty, and Oppenheim & Co. of New York.

**Edison General File Series
1912. Radio (E-12-71)**

This folder contains correspondence and other documents relating to the technical and commercial development of wireless telegraphy or radio. Included is an exchange of telegrams between Edison and Guglielmo Marconi concerning a lecture by Marconi at the New York Electrical Society. Also included are communications by Edison and his chief engineer Miller Reese Hutchison in regard to storage batteries as a power source for wireless telegraphy.

Approximately 40 percent of the documents have been selected. The unselected items consist primarily of unsolicited requests for information or assistance from Edison. Also not selected are circular letters and other routine correspondence with the Marconi Wireless Telegraph Co. of America, including reminders regarding the renewal of notes held by Edison.

tel
UNITED WIRELESS TELEGRAPH CO. STOCKHOLDERS ASSOCIATION
ROCHESTER, NEW YORK

March 13, 1912.

At a meeting of the stockholders association of above company held on this date it was unanimously voted that the association go on record as favoring the idea of consolidation with the Marconi Wireless Co., and that the trustees use all influence possible towards that end without undue delay.

Also that all stockholders be immediately notified and kept thoroughly posted in all matters pertaining to such consolidation.

To date this seems to be the most common-sense and logical solution of all the trials and tribulations of the United Wireless Telegraph Co.

Most respectfully submitted,

Reuben A. Punnett,

John Krautwurst,

John J. Fisher,

Executive Committee.

7

Manuscript
Please use
Apr 4/8

4



25th West 132nd

N.Y. April 6, 1912

Dear Mr. Edison,

Mr. Mareoni has promised to give a talk on wireless before the Electrical Society, of which I am President, on Wed. morning the 17th inst. and I have thought it would be nice for some of his friends to bring him over to the lecture.

It would be very pleasant for him and an honor to me if you could make one of a little party to dinner at the Englewood Club on that evening at 6³⁰ p.m.

I am obliged to make the

have this early that we
may get away in time for
the meeting at about 8¹⁵

Hoping you will be
able to make it. Can't wait
to join us. Believe me

Yours faithfully
A. Patterson

Thomas A. Edison &

Sent by W. U.
Apr 17/14

Mr. Marconi
Engineers Club

New York City

104th St.
Change
N. Y. C.

Regret inability to be
present at your lecture tonight
but hasten to congratulate you
on the success of your beautiful
inventions in wireless telegraphy
and especially upon the splendid
work your system has done
in saving human life in
disasters at sea.

T. A. S.

or to

T. C. Martin

29 West 39. N. Y. City

Please express to Marconi
my regret at inability to attend
the Society meeting tonight
and congratulate him for me
on the success of his beautiful
inventions in wireless telegraphy
and especially upon the splendid
work he has done in saving those in
peril on the sea.

T. A. S.

Ed - friends
marconi

Telegram

April 18-12

Thos A Edison -

Much appreciate your

Kind telegram. And always think

gratefully of the interest which you have

shown in my work and of the encouragement

I have derived therefrom.

(signed)

G. Marconi

Read 11.38 A.M. 4/18/12agam

Pedro.

Strophman
5/18/12

Mr Edison:

That deduction re. superiority
of battery to Dynamo for Wireless
is certainly good logic and will
doubtless appeal to the Wireless
people.

I am taking it up with them
tonight.

Will have a comparative test
made by a Port. Station, Edison
Battery versus Dynamo.
Stutch.

Hutch \checkmark ^(Radio)
⁽¹⁹²²⁾
Su Shumanor
A/10/12

You suggested some
of the wireless people
may have some coils

There is 2 Cos that
beasted - better inquire
might be able to pick
up 2 or 3 cheap
Don't buy just inquire

2

**Edison General File Series
1912. Real Estate (E-12-72)**

This folder contains correspondence and other documents relating to Edison's real estate holdings. Also included are unsolicited letters offering to sell land or construction services. A sample of these letters, bearing Edison's reply in the form of marginalia, has been selected. Among the correspondents for 1912 are Delos Holden of the Legal Department and Talbot Root, chairman of the Fire Committee in Glen Ridge, New Jersey.

Approximately 10 percent of the documents have been selected.

Property

You should also be prepared to state how much of the land is leased and what is obtained for it. I find that ^{the} lease covers about 20 acres, a part of which is in Belleville, and brought \$350 last year. Assuming that seventeen acres are

HFM

2.

Jan. 10, 1913

in Bloomfield, which is the amount which we are assessed on the tract north of the railroad, the rental is about \$300. for the portion in Bloomfield; also that the Bloomfield property contains two dilapidated houses upon which no insurance is carried, and for which we get no rental other than the \$300. just mentioned.

You can also testify as to the payment of the taxes for the years 1906 to 1910 inclusive, the original vouchers being in Mr. McCarter's possession.

I think it would be well for you to be at Mr. McCarter's office a little head of the hearing, and would suggest that you make an appointment with him by telephone. G. W. McCarter is the name, his office being in the Prudential Building, with McCarter & English.

Very truly yours,

Edw. H. Carter

DE-MJL

Silver Lake

LEGAL DEPARTMENT

THOMAS A. EDISON
NATIONAL PHONOGRAPH CO.
EDISON BUSINESS PHONOGRAPH CO.
EDISON MANUFACTURING CO.
EDISON MANUFACTURING CO.
EDISON STORAGE BATTERY CO.
EDISON PORTLAND CEMENT CO.
EDISON PHONOGRAPH WORKS

TELEPHONE 808 ORANGE
CABLE ADDRESS "EDISON" ORANGE

FRANK L. DYER
GEORGE NELSON
HERBERT J. DYER
DYER SMITH
WALTER H. SMALL
FREDR. BACHMANN
HENRY LAMARCA
COUNSELLOR

ORANGE, N. J. Jan. 15, 1913

Harry F. Miller, Esq.,
Laboratory.

Dear Sir:

I return herewith the vouchers for the payment of taxes on Mr. Edison's Silver Lake property at Bloomfield for the years 1906, 1907, 1908, 1909 and 1910. I will retain the bills for 1911 till the question of reduction of assessment has been determined.

Very truly yours,

D. C. S. Holden

DR-MJL
enclosures

JOHN E. HELM
CABLE ADDRESS
HELM, NEWARK

LAW OFFICES
HELM & KNIGHT
PRUDENTIAL BUILDING, 266 BROAD ST., NEWARK, N. J.

HERBERT W. KNIGHT
TELEPHONE
555 NEWARK, N. J.

Newark, N. J., January 22nd, 1912.

C. W. Wilson, Esq.,
Edison Laboratory,
Orange, N. J.

Dear Mr. Wilson:-

In reference to the Silver Lake property, Mr. Dyke informs me that Mr. Wilson says he is always open for an offer.

As I told you there is an inquiry for this property and I wish you would have sent to me data showing the extent of it. If you have a map or sketch or blue print, I should be very glad to have the use of it and will return it to you.

I hope you will be able to get this in my hands in the near future, and with kind regards, I am,

Yours very sincerely,

HWK-MID

Herbert W. Knight

Mr. Edison Silver Lake

Shall I give them
a blue print of property at
Silver Lake?

Yes
H. W. Knight

Ans 4/12

Florence, Colorado, January 30th, 1912.

Thomas A. Edison,

Menlo, N.J.

Dear Sir:-

*Say
Cannot get good records
where there is any echo -
the cavern would not
without us*

I take this opportunity to address you believing I have something of great importance to interest you. I have been an explorer, or prospector, for the past twenty-six years, and in my travels I have come in contact with a most wonderful cave. When properly developed this cave will equal, if not surpass, the famous Mammoth Cave of Kentucky. The point I wish to make is this, the cave, at its entrance, has a room, or what is commonly called an auditorium, that would seat from 5,000 to 10,000 people; it is some two hundred feet to the roof; the acoustics for recording sound are perfect; man cannot build or imitate its equal, and this is the point to command your attention. There is a natural stage for acting; there is a water power within the cave that would develop power for lighting, say 20 to 30 H.P. If artificial light can be used for making moving pictures, there is no place in history discovered that would be so desirable for producing picture plays and recording voices or music sounds. This cave can be secured at a small royalty on pictures and records produced. The hills, near to the cave, are equal to those of the New England states; rivers, brooks, springs, rocks, trees, all that go to make a picture beautiful.

I have an option on 4361 acres of this land near the cave that I can sell at \$4.00 per acre. It is one of the most desirable tracts to be used as a picture making preserve that can be found in America.

If this interests you and you desire other information, I will gladly respond to your wishes. Please favor me with a reply and oblige,

L. C. Bailey

V
L. C. BAILEY.

Edwards

REGISTERED
THE NEW YORK AND BELLING
COMPANY.

Colorado
-ADAMS-

[ATTACHMENT/ENCLOSURE]

An ideal tract for a picture making preserve, or stock rancho, consisting of 4361 acres of unimproved lands on the south side of _____ river, thirteen miles above _____. Pretty well timbered, saw pine and tie oak; in fact, the timber is worth the price of the land. Well watered; one very large spring, a number of smaller ones, two small creeks, river on back side in part. Open wood with luxuriant grass. Mainly secluded, broken hill country in its wild state, yet fronting in part on the south side on a public road. The best body of land of this size for a game preserve or stock rancho now available in all the _____ river country. Or it would be a sure winner simply as an investment. One could make the timber pay it out, and so have the land left. Then after a few years the present growth of young timber would be ready for market. Or just let it lie untouched, and it will double in value in five years. One of these times a rail road will pull within a mile of it. Mark the prediction. Then a lot of fellows will be regretting that they did not buy this very tract. Within a few miles of railroad. Within 50 minutes of town of 32,000. Small towns near by; open winters; best of climate; has plenty of good fruit land; near to cave; can sell this land at \$4.00 per acre for picture preserve; perfect title.

ideas

CORRESPONDENTS:
J.G. WHITE & COMPANY, LIMITED
9 CLOAK LANE, LONDON, E.C.
BUILDING CONSTRUCTION CO. LTD.
1A DOCKSPUR ST. LONDON, E.C.

J.G. WHITE & COMPANY
INCORPORATED
ENGINEERS CONTRACTORS
43-49 EXCHANGE PLACE,
NEW YORK, N.Y.

CABLE ADDRESS
WHITEMOUL, NEW YORK
CODES USED
WESTERN UNION
BENTLEY'S (WIRING ED.)
LIEBENS A.B. SYD.

*Ans
JUN 8-1912*

June 5, 1912.

Mr. THOMAS A. EDISON,
Llewellyn Park,
Orange, N. J.

Dear Sir:

Sometime ago my father, Mr. William Stanley,
of Great Barrington, or some other members of my family,
understood from your son Charley that you were looking
for a good cement property.

A friend of mine owns such a property, favor-
ably located, and if it is agreeable to you to make an
appointment, I should like to call on you, at your con-
venience, to present the matter.

Very truly yours,

Harold Stanley

HIS:WBS

Ed. Davis
OFFICE OF THE
MAYOR AND COUNCIL
BOROUGH OF GLEN RIDGE
STATE OF NEW JERSEY.

52 Broadway, New York City.
GLEN RIDGE, N. J. June 6, 1912. 191

Ans.
JUN 8-1912
Thomas A. Edison, Esq.,
Orange, N.J.

Dear Sir:-

Tell him
I haven't any clear
idea as to worth of the
land. I will
consult a local
appraiser and make
a bid
You are the owner of the land and plant on Bloomfield Avenue, Glen Ridge. It would seem that you have sufficient frontage on Bloomfield Ave. that you could dispose of 75 or even 100 feet, without affecting the plant or an entrance thereto. My object in writing is one of public benefit to the Borough of Glen Ridge.

The Fire Department now occupy (under a lease) the building and land on Herman Street, which land runs back to your side line. The buildings are totally inadequate and we are greatly cramped for room to house our various apparatus. We can purchase the buildings and land at a reasonable figure, but it would not meet the requirements without enlarging, which would not only be very expensive, but even then could not possibly be satisfactory for future needs, because the frontage is too narrow.

It occurred to me that if I wrote you the facts of the situation, you might, if you felt inclined, sell some of your land, and at such a figure that the Borough might be able to purchase; in such event, that would of course, mean the erecting of a suitable building thereon. We fully realize the importance of keeping the taxes down, and also the great necessity for the proper housing of the Department, which branch, if properly equipped and run, means much as to fire insurance risks, and premiums for the citizens and owners.

If we can show our taxpayers that we can accomplish

OFFICE OF THE
MAYOR AND COUNCIL
BOROUGH OF GLEN RIDGE
STATE OF NEW JERSEY.

GLEN RIDGE, N. J..

101

Thomas A. Edison #2

this at a reasonable cost, we may be able to have their
sanction; hence, being a public spirited citizen yourself,
as well as a taxpayer, you can appreciate my going into
particulars.

I am,

Very truly,

A handwritten signature in cursive script, appearing to read "J. A. Port", written over a horizontal line.

Chairman of Fire Committee.

OFFICE OF THE
MAYOR AND COUNCIL
BOROUGH OF GLEN RIDGE
STATE OF NEW JERSEY.

52 Broadway, New York City.
GLEN RIDGE, N. J. June 25, 1912

101

~~_____~~
Thos. A. Edison, Esq.,
Orange, N. J.

file

Dear Sir:-

In reply to yours of the 6th, written by Mr. G.A. Meister, your Assistant Secretary, as per your direction regarding the purchase of some Glen Ridge property, I have communicated with Mr. Howard B. Davis, a local real estate man of Bloomfield, N. J., and he writes as follows:-

That he has sold no property near the point mentioned, nor has he heard of any being sold. Not long ago he sold a tract on the Easterly side of Bloomfield Ave., south of Orange Street for \$3000. This plot was 100 feet front with an average depth of more than 400 feet. This plot is below the street grade, and required a good deal of fill. He states that there is a small plot near it that is up to the street grade which can be purchased for \$40. per front foot. Neither of these parcels, however, are as good as your land.

In the immediate neighborhood, just north of Bloomfield Center, he has sold lots with a depth of 100 feet for \$75. per front foot, and north of Clark St. on Bloomfield Ave. a client of his holds an option for 100 feet front for \$40. per foot. The property runs back to the railroad and has a depth of over 400 feet.

He writes that the plot I wrote him of, according to the map appears to be 150 feet on Bloomfield Ave. line with an average depth of 160 to 185 feet, and thinks if it was sold in conjunction with the factory property in the rear for

Thos. A. Edison #2

\$75. per front foot, it would be somewhere in the neighborhood of its value.

You will note that the \$75. per front foot takes in the factory property which faces on Belleville Ave. The depth from Bloomfield Ave. to Belleville Ave., I do not think the Borough could afford to purchase at any such figure. I think we could get along for the purpose as I wrote you in my former letter, for the Fire Department service, with, say, 75 or 100 feet frontage, and say to 200 feet in depth.

The piece of property that Mr. Davis mentions off of Clark St., 100 x 400 feet at \$40. per front foot, is not a great distance from Bloomfield Center and but a short distance from what is known as the Green, and there are very many buildings on this part of Bloomfield Ave.

It occurred to me that as you have a large frontage, something like 170 feet, and a great depth, over 500 feet, running through to Belleville Ave., that you might be willing to sell a portion of it. As a business proposition or as a residential piece, I do not consider it of great value.

I think the property is worth \$40. per front foot, and personally should be very glad to take up the matter with my fellow-councilmen, if terms could be agreed upon with you, and the Council were satisfied that it was for the best interest of the Borough to purchase the same for the purpose as already mentioned. Thanking you in advance, I am,

Kindly let me hear from
you.
TR/CF

Yours very truly,

John R. Root

Chairman of Fire Committee.

OFFICE OF THE
MAYOR AND COUNCIL
MUNICIPALITY OF GLEN RIDGE
STATE OF NEW JERSEY.

52 Broadway, New York City,
GLEN RIDGE, N. J., Dec. 20, 1912. 191

Ans 12/29
Thos. A. Edison, Esq.,

Orange, N. J.

Dear Sir:-

Some time in the latter part of June I wrote you in answer to your favor of June 8th, regarding the property you own on Bloomfield Ave., running through to Belleville Ave., Glen Ridge, N. J.; *will be in a position to take up the matter* at that time a memorandum of the valuation as placed thereon by one Howard B. Davis of Bloomfield.

of its sale
What I should like to know, if agreeable to you, is if you would care to sell a part or the whole of this property, and what figures you place upon the same. I have no desire to get your figures other than for the purpose, if a purchase could be made, for the use of this land for Fire Dept. and Police Department purposes.

Yours very truly,

Wm. H. Root.

TR/CF

Chairman of Fire Committee.

Edison General File Series
1912. Receipts [not selected] (E-12-73)

This folder contains receipts for payments made by Edison to members of his family and others. Included are receipts for his daughter Marion Edison Oeser and daughter-in-law Beatrice Heyzer Edison. Also included are receipts for Nellie Edison Poyer, Sarah F. Stilwell, and Nancy Elizabeth (Lizzie) Wadsworth.

Edison General File Series

1912. Religion and Spiritualism [not selected] (E-12-74)

This folder contains unsolicited correspondence and other documents regarding Edison's opinions and widely publicized statements about immortality, theology, superstition, and related subjects. None of the letters received a substantive reply from Edison.

Edison General File Series
1912. Secretary [not selected] (E-12-75)

This folder contains letters of transmittal and acknowledgment, unsolicited correspondence, documents concerning the whereabouts of other documents, and other routine items relating to the duties of Edison's private secretary, Harry F. Miller, and his personal assistant, William H. Meadowcroft.

Edison General File Series

1912. Stock and Bond Offerings [not selected] (E-12-76)

This folder contains unsolicited correspondence, prospectuses, and other routine documents relating to the purchase of stocks and bonds.

**Edison General File Series
1912. Tasimeter (E-12-77)**

This folder contains two documents relating to Edison's tasimeter. Included is a letter from F. Hess of Pascagoula, Mississippi, who met Edison at Rawlins, Wyoming, in July 1878, when he used the tasimeter to measure the heat of the sun's corona during an eclipse.

Both documents have been selected.

Ed. Burroughs - News
Aug 19, 1912
South Pascagoula, Miss
Jany. 17. 1912
Mr. Thomas A. Edison
Menlo Park, N.J.
My dear Sir:

You, no doubt, remember
the total eclipse of the sun of July 29.
1879 at Rawlins, Wyo., where I had the
honor and great pleasure of meeting you,
and where we made some observations also
on the difference of solar radiation from different
parts of the sun, with a little instrument
you had invented for that purpose, which you
called "heliometer".

The truth of my recent reference to this fact
is now questioned in certain quarters,
and I now beg leave to ask you for a line
directly from you, simply verifying the
above statement.

With cordial greetings

Very truly yours F. Hess.

Bogalusa, La. March 21, 12
Edison Laboratory.
Orange, N. J.

Sir,

Please let me kindly know if Mr. H. A. Edison invented a "Microtasmeter". I have written to Scientific American, and Electrical Engineer for description. neither one seems to have heard of same. As I need something more sensitive than the photometer of Bazzi and Brambilla. I would be very glad if you would let me know where.

I can procure an instrument and the description if printed thereof.

Thanking you in advance for your kindness.

I am Yours

Ed. Wagnmann
Engineer

Addr.

Mr. Ed. Wagnmann
817 Ave C.

Bogalusa La.
Sec. Am
June 22, 1878

**Edison General File Series
1912. Telegraph (E-12-78)**

This folder contains correspondence and other documents relating to telegraphy. Included are letters seeking Edison's opinions about technological developments and his advice on technical matters, along with items regarding his subscriptions to telegraphic services. Among the documents for 1912 are numerous letters to and from Edison's attorney Frederick J. Stone pertaining to the protracted litigation against Jay Gould and the Atlantic & Pacific Telegraph Co., which was initiated during the 1870s by Edison, George Harrington, and Josiah C. Reiff. (Related material for 1911 and 1913 can be found in the "Legal--Litigation" folders in the Edison General File Series.) Also included is correspondence with Newcomb Carlton, vice president of Western Union, concerning the use of phonographs in telegraphic operations.

Approximately 70 percent of the documents have been selected. The unselected material consists primarily of circulars, letters of transmittal and acknowledgment, and unsolicited correspondence seeking advice or information. Some of the items bear perfunctory replies, written by Edison in the form of marginalia.

Form No.

Telegraph

The Western Union Telegraph Company

MANAGER'S OFFICE

Newark, N. J., Jan. 15th, 1912.

Ans 1/18/12

Mr. Harry Miller,
Edison Laboratory,
West Orange, N. J.

Dear Harry:-

The Western Union Telegraph Company inaugurated what is known as a "Deferred Cable Service" on January 1st, which enables patrons to transmit messages to London and Liverpool at one half the regular rates.

The idea is to make use of the wires during the hours when general business is suspended, but any such message filed will be delivered within twenty four hours from the time of its receipt at any Western Union office.

If it is found that a delay beyond twenty four hours is apparent, the Deferred Message will be sent through with the full paid business without extra expense to the sender.

The innovation no doubt is a good one from a financial point of view, for the general public, and I would like to have you ask Mr. Edison if he will give the Western Union his personal opinion regarding the new departure.

Any stipulation you place upon the use of his letter will be faithfully adhered to.

You might use the conversation we had this afternoon in order to get this for me and at the same time give him my "73's".

With kindest regards to you, I am,

Sincerely yours,

Edward J. Duff

Mr. Edison
Duff was Manager
Western Union & Representative
of Newark Evening News in Orange
some years ago. H.M.

*I think the Deferred Cable Service
recently introduced by the W.U. Telegraph
is a benefit both to the Co. and the
public. ~~It is a benefit both to the Co. and the
public.~~ Edison
will
sign*

✓ Telegram

View -
Keep this
Most safe
Can get in time
rates

THE WESTERN UNION TELEGRAPH COMPANY

MANAGER'S OFFICE

New York, January 18, 1912.

Thomas A. Edison Laboratory
Orange, N.J.

JAN 20 1912

Gentlemen:-

The Western Union Telegraph Company announces the inauguration of the following new classes of Cable Service, at a reduction of from 50 to 80 per cent; these being in addition to its "Fast Regular Cable Service" at standard rates:

- 1 - "Cable Letters"
- 2 - "Week End Cable Letters"
- 3 - "Deferred Service"

1. "CABLE LETTERS" in plain English language may be filed at any hour, to be forwarded to reach London or Liverpool in time for delivery on the morning of the second day after filing. The rate for this service is \$1.50 for 20 words, with 30¢ added for each additional 5 words plus the local telegraph tolls to New York.

2. "WEEK END CABLE LETTERS" in plain English language may be filed at any hour up to midnight on Saturday to reach London or Liverpool in time for delivery on the following Tuesday morning. The rate for this service is \$1.50 for 30 words with 25¢ added for each additional 5 words plus the local telegraph tolls to New York.

"CABLE LETTERS" and "WEEK END CABLE LETTERS" destined to points outside of London and Liverpool, will be delivered by mail, without extra charge for postage, unless telegraphic delivery is desired and indicated by sender at time of filing in which latter event the rate of 1¢ per word for telegraph transmission (with a minimum of 12 words including address and signature) will apply to points in Great Britain and Ireland. To other points in Europe, the usual tariffs beyond London will apply, in addition to the cable tolls quoted. "CABLE LETTERS" and "WEEK END CABLE LETTERS", taking mail delivery to points outside London or Liverpool will be mailed so as to reach destination, as nearly as possible on the second day after filing.

DEFERRED SERVICE AT HALF RATES.

3. The "DEFERRED SERVICE" requirements are that messages must be written in plain English, or French, or other language of the country of origin or destination, and the sender must declare which of these languages is used, by writing the letters LCP, LCO or LCD before the address, according to his declaration, paying the charges for one word, this being a European Government stipulation.

The message must have at least one text word; the address may be a registered Cable Address; house and street numbers, if given, may be expressed in figures. The text or body of the message must be written in plain language, without figures, commercial marks groups of letters, or abbreviations or mutilations, and all numbers, except in the address, must be written in words. Genuine words, with not more than fifteen letters will be charged as single words. Deferred messages will only be delayed until the transmission of "Fast Regular Cables" on hand has been completed; and in no case longer than 24 hours, when they will take their turn with fully-paid business.

The "Deferred Service" at half rates is in effect, at present only, to the following named countries and places:

Great Britain)	Bathurst in)	Labuan Island
and Ireland)	British Africa)	Northern Nigeria
Germany	British No. Borneo	Southern Nigeria
France	Ceylon	Perim Island
Algeria	Cocos Island	Somaliland
Tunis	Cyprus	So. African Union
Portugal	East Africa	Straits Settlements
Sierre Leone	Uganda	Malay Station
Southern Rhodesia	Gold Coast	Zanzibar
Aden in Arabia	India	
Ascension Island	Burma	

Prompt attention will be given all requests as to rates, etc., at any Western Union office, or we will be pleased to send a representative to fully explain the service, if desired.

Very respectfully,

W. J. Jordan
Manager.

Kelly

[illegible]

Ans 4/19

[illegible]

By way of introduction, I had the pleasure of meeting you two years ago while passing through Savannah on your return home.

In the few minutes we had I re-
called the fact of my working in
Washington when yall died.

It seems hard him to put tempta-
tion in your way when you have come
so far to avoid it, but my excuse is
that passably it will be of such
small interest that it will not detract
from your pleasures.

my silence has robbed me of several
good things and whether the following
is practical or not I'm going to get
rid of it.

Automatic telegraphy - If the records or cylinders are not too expensive I see no reason why you cannot use the principle of the phonograph.

THE WESTERN UNION TELEGRAPH COMPANY

COMMERCIAL DEPARTMENT

2

INTER-DEPARTMENT
COMMUNICATION

Perforate the paper, transmit it at a high rate of speed over the wire and record the sound on a cylinder. Put the cylinder into a gear machine, gauge the speed to 35 or 45 words a minute, place a receiver on an operator and let him copy from the sound produced from the cylinder.

The Postal system of receiving from a perforated tape run through a transmitter was suggested by me 15 years ago.

In my simple way I believe the only obstacle is the cost of the cylinder or record.

Give the idea a few "thinks" and maybe you can put another leaf on your tree.

Hoping you may be spared to enjoy many more Easter days

I am
yours very truly

W. A. Ochus.
W. A. C. Jr. Ho.

May 8th, 1912.

Dear Mr. Dyer:-

There is nothing new to report apropos of the two appeals (consolidated and to be heard as one and upon one record) in the United States Supreme Court; as it looks now, the appeals will not be reached for argument before a year from next Fall and we will not be called upon to print, or furnish printed copies of, the record on appeal for probably a year to come; I am sorry that the calendars of the Court are so congested.

I met Mr. Taggart, the general counsel of the Western Union Telegraph Company, the other day and had a rather informal talk with him, the net result of which leads me to think that perhaps I may be able sometime to reach a compromise upon some equitable basis amicably out of Court, - but this is almost too good to be true.

As to the Reiff estate, there is little, if any, change and nothing to report except that the Surrogate has approved the proposed settlement between the administrators and Drexel, Morgan & Company, of which I advised you and to which you and Mr. Edison, as well as all the other large creditors gave approval; the effect of this settlement is to reduce Colonel Reiff's estate's indebtedness about \$140,000. or \$150,000. or thereabouts.

While, of course, as you know, Mr. Edison is not indebted to me for professional services, nor will he be unless there is a recovery and then only for a fee contingent upon the recovery, nevertheless, in view of my accident and illness consequent thereupon and my son's illness in South America, and some other unforeseen events, do you think Mr. Edison would be willing to loan me, upon my demand note,

with interest, say \$500. or \$1,000., and, if so, would you be willing to ask him if he would do me this favor?

I was laid up at home for some six weeks with a crushed ankle and my son has been ill, in South America, with yellow fever, and I have had to face some other unforeseen accidents and misfortunes the not result of which is to embarrass me more or less and without fault on my part. I know that I have no right to ask Mr. Edison to advance me, or to prepay a contingent fee, although I fully expect to not only earn a good fee in the matter of the Reiff estate, but a very handsome fee in the appeals pending in the United States Supreme Court at Washington.

I know that you feel personally kind towards me and I would feel greatly indebted to you if you could and would ask and induce Mr. Edison to do me the favor of loaning me on my note \$500. or \$1000.

I am just perfecting an appeal in the New York State Supreme Court, Appellate Division, involving an accounting of over one million dollars, but that will probably not be heard before the Fall, if at all soon; and I have a lot of other business, which is also equally in arrears, and unsatisfactory largely on account of my illness.

I remain, dear sir,

Very truly yours,

H. J. Howe

Frank L. Dyer, Esq.,

Orange, N.J.

F. J. STONE,
COUNSELLOR-AT-LAW,
33 BROADWAY,
NEW YORK.

May, 9, 1912. *Ans 5/11/12*

Dear Mr Miller; -

Late this afternoon, I received a letter from Mr Walker informing me that Mr Deje had sailed for Europe yesterday to be gone 6 weeks.

I enclose copy of a letter which I wrote Mr Deje, which explains itself; - and, in his absence, I am writing you to ask if you think Mr Edison would be willing to lend me \$500⁰⁰ or \$1000⁰⁰ upon my note, and, if so, would you ask be willing to ask him if he would do this favor for me?

Of course. Mr Edison may not owe me anything now with ^{the} ~~the~~ ^{unless I} recover something for him and then only a contingent fee based on the amount of the recovery - but I think it is reasonable to suppose that ultimately I will earn a good fee in the Riff Estate matters and a very handsome fee in the appeals now pending at Washington in the U.S. Supreme Court. - (over) -

On January 12th Inst, I fractured the arch of my right foot and I was confined to the house and unable to do any Court work for several weeks; and naturally all my office work is now behind and it is most embarrassing. ^{Then, too, my only} ^{living son,} (or has been until lately,) ill with fellow fever in South America, as I have had to face some other unforeseen accidents & contingencies which have given me considerable trouble & annoyance.

Up, therefore, you think, as I do, that Mr Edison might or would aid & help me out a little? ~~(but without the slightest obligation on his part & all as a matter of kindness, to me)~~ I want you, if you can — (but if you are busy) and him one of things left show him this letter & my letter to Mr Edison? ^{Thanking you in advance, I am,}
Yours, Wm. H. Miller, Esq. ^{Wm. H. Miller, Esq. 100 N. 10th St. Phila. Pa.}

[ATTACHMENT/ENCLOSURE]

July 2nd

W. J. Stone,

I was ~~staying~~^{lunching} over at the W Hotel
the other day a Taggart was
there, I asked him what chance
I had of winning the Case before
Supreme Court, he replied that
I hadnt a ghost of a chance
of course he wouldnt say anything
else — About the loan
I am very short just now as am
managing the buildings for half of the
Storage Bldg. The Govt & Co. are
do as to loan you \$200 ~~for~~
on 4 months note,

Yours

S

1000
F. J. STONE,
COUNSELLOR-AT-LAW,
33 BROADWAY,
NEW YORK.

Ans 5/16
May 13, 1912.

H.F. Miller, Esq.,
Orange, N.J.

Dear Mr. Miller:-

I have your letter of the 11th in reply to mine of the 9th inst. Please find enclosed my note for four months, *for \$200⁰⁰* dated May 14th, 1912, and payable at Knickerbocker Trust Company with interest, for the amount of which, please mail me Mr. Edison's check and greatly oblige,

Very truly yours,

F. J. Stone.

P.S.

Mr. Taggart's statement, belittling our chance of winning in the U.S. Supreme Court, would be amusing if it were not ridiculous. Of course we are not certain to win; we have a difficult and a very technical case but on the real merits, divesting the case from technicalities, we ought to win out.

If Mr. Taggart is sincere in his statement to Mr. Edison, I wonder why he has repeatedly told me that he would advise his clients to pay us the "nuisance value of the litigation".

I think and I have always thought, although Colonel Reiff did not agree with me fully in regard to a compromise, that the case ought to be settled, if possible, upon some equitable basis amicably out of Court, and Judge Parker and I both hope that some compromise may be yet effected upon some equitable basis.

Yours, etc.,
F. J. Stone.

Teleg.

THE WESTERN UNION TELEGRAPH COMPANY

195 BROADWAY

NEWCOMB CARLTON
VICE PRESIDENT

NEW YORK May 22nd, 1912.

COW

Dear Mr. Edison:

On my return from the Pacific coast I find an interesting report from Mr. Yorke on the results of a test of the application of the phonograph to telegraphic operation.

You are no doubt aware of the result of the test and of the somewhat unsatisfactory character of the signals. This fault may have been due to several causes, all of which may be corrected in time. We have, however, about come to the conclusion that receiving telegraphic signals on wax cylinders is open to many objections. This development seems to us less promising than the improvement of the tape machines and the general printing telegraph developments to which we are bending our energies.

We believe that the ultimate solution of the operating problem of the telegraph lies in the use of tape or printing apparatus.

Our representative was much impressed by your rectifier which we understand will soon be ready for the market. We have use for these and will be glad to be advised when they are ready for sale.

If in the test which was recently made of your telegraphic apparatus there seemed to be any lack of completeness or of

MEADOW CROFT.

My Dear Mr C

Yours of received, all this is
very absurd ~~as~~ you may have not
understand anything that I told
him, = I asked for a man to be
detached to laboratory to work up
something for you. Expecting he
(would be) have several minutes
I merely jiggered up a rough apparatus
to give a preliminary idea that
signals could be sent & recorded
over several hundred miles
of course at 3 or 400 words a
minute. This was just a starter
However, I am very anxious to prefer the
to drop the matter. Yours
T. C. E.

T.A. Edison--2.

appreciation on our part I would be glad if you will frankly let me have your point of view, since we are most anxious to forge ahead and we are very glad to consider any suggestions in the line of improving the present methods of apparatus.

I have written at some length so that you might understand our point of view and our opinion with respect to the future development of telegraphic apparatus. This opinion may not be on all fours with your own, but if it will accomplish nothing more I hope it will at least draw from you an expression as to your views of the ultimate type of telegraphic apparatus.

Yours very truly,



Vice President.

T. A. Edison, Esq.,

Hollwelln Park, N. J.

MEADOW CROFT.

My Dear Mr. Chantre —

The real fire has no market, except the Post Office or Union, it is such a neat thing & I think it should be utilized, go ahead & use it, if its good, ~~pay me anything~~ set your own price, I don't want much —

You have misunderstood regarding the detailing of a man to the laboratory. I wanted a man to work up on Schenck. I set up a rough apparatus to show ^{that offer a picture} ~~that offer a picture~~, we could send ~~us~~ record over several hundred miles of wires at a speed of 300 or 400 words or messages it was this or something like it, I wanted to get in commercial shape. Your head was here a day or two & he was used seen him since. Valuable notions require long & severe work. I am overloaded with work just now & would prefer dropping the matter until fall —

2

Feb 9

MEADOW CROFT.

THE WESTERN UNION TELEGRAPH COMPANY

195 BROADWAY

NEWCOMB CARLTON
VICE PRESIDENT

NEW YORK May 28th, 1912.

Dear Mr. Edison:

Thank you for your letter of May 25th. I had
evidently misunderstood your idea, and our representative only went
to your laboratory for the purpose of inspecting and observing what
had been done. I note that you propose to let the matter rest until
Fall, which will be entirely agreeable to us, since Mr. Athearn's
serious illness has massed the work on one of two men.

If your rectifier is now ready we will be very pleased
to put it in service and notify you along the lines of your suggestion.

Yours very truly,

Newcomb Carlton
Vice President.

Thomas A. Edison, Esq.,
Llewellyn Park, N.J.

*File
in
11*

PRESIDENT'S OFFICE

Memorandum

2211

September 23, 1912.

Mr. Edison:

Referring to the attached memorandum, I called up Mr. Stone, who has charge of the suit against Gould, and he tells me that the report in question is entirely false and that the case comes up for argument on November 11th.

FLD/IWW

F. L. D.

Enc-

W

Super

What trick is this

Σ

NEW YORK
CLIPPING SERVICE
CLIPPING SERVICE

NEW YORK (U.P.) - EVENING WORLD
36-YEAR-OLD SUIT GIVEN UP.

Winard Edson, Only One of Original Parties Still Alive.

WASHINGTON, Sept. 18.—After taking thirty-six years to wend its way through the lower courts to the Supreme Court of the United States, the suit of George Harrington of the District of Columbia and Thomas A. Edison of New Jersey, against the Atlantic and Pacific Telegraph Company, and Jay Gould of New York, over telegraph patents, may be dismissed without a hearing.

Attorneys for the corporation and the Goulds to-day filed a request that the case be dismissed "because of lack of jurisdiction." All the individual parties to the suit have been dead twenty years except Mr. Edson. Testimony has been taken both in Europe and America.

From the Christian Herald.
The street scene of Athens was at

Tell
Raiff

Oct 5, 1912

Dear Mr. Miller; -

Please kindly hand
the enclosed letter to
Mr. Edison, and tell
him that both Judge
Parker and I are working
hard upon our Brief
in opposition to Taggart's
motion to dismiss our
Appeals. This motion is
set (adjourned) by stip-
ulation for November 11th.

I have been ill or else
I would have been out and
gone to Orange to see Mr.
Edison before this. *Harold Lloyd*
H. Lloyd

John
Liff

Sunday Evening, MEADOW CROFT

Nov. 24, 1912

Dear Mr. Miller;

Please show the ^{clipping} ^{to} the Editor ^{and} also to the Paper. What did they think of our Brief in opposition to Torggatt's motions to dismiss our two appeals and in support of our Petition for a Writ of Certiorari (which Petition may, perhaps, now be granted.)

I wish Mr. Edison would send the Petition which I drew, commencing 1957 pages of the Record in the 5 pages of the Petition between the Title, motion and notice of motion, and the prayer for relief, so easy task, and which was only possible by the fact

H. T. W. - 2 - 11/24/1912

that I incorporated Judge
Hazel's opinion, (Reported
in 143 Federal Reports 323,
in the Petition and made it
a part thereof and swore
to it, when I verified the
Petition.

There is good food for re-
flection in Judge Hazel's
opinion, too, and it is any
time, succinct & lucid.

You will notice that both
Judge Parker and Judge Water-
house certified that the
Petition was true as to
law & fact, give names, too.

I sent 30 Copies of each
Brief and 30 Copies of the
Petition - with admissions of
Service by Taggart of Nov 21st 1912 and
in E. T. W. Church for 25th to the Clerk.

H.T.M. - 3 - 11/24/1912

of the U.S. Supreme Court
who must have received
them yesterday. Please
return me the enclosed
clipping after you have
shown it to Mr. Edison and to
Mr. Dyer & oblige
Very truly yours,
H. P. Stone,

33 Broadway, N.Y.
11/24/1912

P.S. I am writing this at my home,
so please excuse this scrawl. You can
indicate some need for newspaper
clippings, and you will see that
that we have sold our paper
in due time - (a week ahead.)
I expect to leave Hartford for
Washington on the 29th and
will probably stop at the Shoreham.

104
B. H.

PARKER, HATCH & SHEEHAN
BANKERS TRUST COMPANY BUILDING
14 WALL STREET
NEW YORK

ALTON B. PARKER
EDWARD W. HATCH
WILLIAM F. SHEEHAN
CHARLES H. WERNER

DEC - 4 1912

December 3, 1912.

Thomas A. Edison, Esq.,
Orange, N. J.

Dear Mr. Edison:

Please find enclosed a reply brief which was drafted in reply to Mr. Taggart's brief in opposition to our motion for a writ of certiorari. I think it conclusively answers the three points upon which Mr. Taggart relies and as to which the Circuit Court of Appeals were misled. You have already seen our brief in opposition to the motions to dismiss our appeals and in support of our petition for certiorari, and I hope that you will be equally satisfied with this reply brief.

I attended the Supreme Court at Washington and when the two motions to dismiss were called I answered that we had filed a brief in opposition thereto and also a brief identical, except as to title, in support of a motion for a writ of certiorari directed to the United States Circuit Court of Appeals to review all the proceedings in the case, and by the courtesy of the Chief Justice I was permitted to add orally that Judge Wallace and my associate, Judge Parker, had both certified over their own signatures that the petition was true as to fact and sound and correct in law. I also added that I believed there was a valid preliminary objection to the two motions to dismiss, namely, a stipulation signed by the moving parties consenting that our two appeals be consolidated and heard as one before the Supreme Court of the United States and upon one record as therein agreed. This seemed to interest the Chief Justice and he asked me if that stipulation were printed, to which I replied that it was not only printed but set forth in full on the last page of the appendix to our leading brief.

In view of the irreconcilable differences between Judge Hazel's opinion and the opinion of the United States Circuit Court of Appeals no one can tell what will happen, but I am satisfied that we have not only done everything that was humanly possible, but that we shall have a full and fair hearing before the court of last resort. We have done all that we could do and I hope that we may succeed. I need only add that we are greatly indebted to Judge Parker.

If not too much trouble will you kindly let me know what you think of our reply brief and especially of the first paragraph.

With kind regards, I am,

Very truly yours,

Frederick J. Stone
33 Broadway, N.Y.

[ATTACHMENT/ENCLOSURE]

Supreme Court of the United States,

OCTOBER TERM, 1912.

No. 410.

GEORGE HARRINGTON and Thomas A. Edison and Daniel T. Reiff
and Philip S. Hill, as Administrators of the Goods and Chattels
of Josiah C. Reiff, deceased,

Complainants and Appellants,

against

THE ATLANTIC AND PACIFIC TELEGRAPH COMPANY and George
J. Gould, Edwin Gould, Helen M. Gould and Howard Gould, as
Executors and Trustees under the Last Will and Testament of Jay
Gould, deceased,

Defendants and Respondents.

Appeal from the Circuit Court of the United States for the Southern
District of New York.

No. 408.

GEORGE HARRINGTON and Thomas A. Edison and Daniel T. Reiff
and Philip S. Hill, as Administrators of the Goods and Chattels
of Josiah C. Reiff, deceased,

Complainants and Appellants,

against

THE ATLANTIC AND PACIFIC TELEGRAPH COMPANY and George
J. Gould, Edwin Gould, Helen M. Gould and Howard Gould, as
Executors and Trustees under the Last Will and Testament of Jay
Gould, deceased,

Defendants and Respondents.

Appeal from the Circuit Court of Appeals of the United States for the
Second Circuit.

REPLY BRIEF FOR CLAIMANTS, APPELLANTS, AND
PETITIONERS.

FREDERICK J. STONE,

Attorney and Solicitor for
Complainants-Appellants and Petitioners.

ALTON B. PARKER,
FREDERICK J. STONE,
THEODORE MEYER, JR.,
Of Counsel.

[ATTACHMENT/ENCLOSURE]

Supreme Court of the United States,

OCTOBER TERM, 1912.

No. 410.

GEORGE HARRINGTON and Thomas A. Edison and Daniel T. Reiff and Philip S. Hill, as Administrators of the Goods and Chattels of Josiah C. Reiff, deceased,

Complainants and Appellants,

against

THE ATLANTIC AND PACIFIC TELEGRAPH COMPANY and George J. Gould, Edwin Gould, Helen M. Gould and Howard Gould, as Executors and Trustees under the Last Will and Testament of Jay Gould, deceased,

Defendants and Respondents.

Appeal from the Circuit Court of the United States for the Southern District of New York.

No. 409.

GEORGE HARRINGTON and Thomas A. Edison and Daniel T. Reiff and Philip S. Hill, as Administrators of the Goods and Chattels of Josiah C. Reiff, deceased,

Complainants and Appellants,
against

THE ATLANTIC AND PACIFIC TELEGRAPH COMPANY and George J. Gould, Edwin Gould, Helen M. Gould and Howard Gould, as Executors and Trustees under the Last Will and Testament of Jay Gould, deceased,

Defendants and Respondents.

Appeal from the Circuit Court of Appeals of the United States for the Second Circuit.

REPLY BRIEF FOR CLAIMANTS, APPELLANTS AND PETITIONERS.

The brief filed by the defendants does not deal with the case shown by the record, either as to the pleadings or the evidence or the authorities cited. It does not meet, and it does not fairly discuss, the facts established by the proofs or the applications thereto of the legal authorities applicable therein. The defendants' brief may be described as an ingenious attempt to turn aside the Court from a just and proper consideration of the *Bill of Complaint* in determining the character of the action, from investigating and ascertaining the facts found by Mr. Justice Hazel, and to lead the Court astray as

to the character of the *Bill*, as to the pretense of a question of *contract*, as to the acts of the defendant Jay Gould and other legal facts, as to the relations of the Atlantic & Pacific Telegraph Company, in raising false premises, in deluding conclusions wholly foreign to this case, and in erroneously asserting that there are inconsistencies in complainants' position—all to divert the attention of the Court from the *real case*, the *real facts* and the *real questions of law* actually involved.

POINT I.

The bill of complaint specifically alleges,—and is based upon,—the situation that there was no contract between the parties, and the memorandum of December 30, 1874, has been expressly repudiated by the defendants and the answer expressly admits such repudiation.

But for the extraordinary contention now made by defendants' counsel, it would be unnecessary to say more on this subject. One would suppose that when it is admitted that a memorandum constituted no contract (and the Atlantic & Pacific Telegraph Company was not a party thereto), and when such memorandum has been repudiated by the defendants and is so sworn to in the pleadings by both parties, that that was enough to dispose of the pretense that there was a question of *contract* in this case instead of a plain case of *infringement* by a faithless trustee and his company.

POINT II.

The authorities cited by defendants' counsel do not meet this case, as they are all cases of contract and not cases brought for infringement of patents, such as the case at bar.

Hartell v. Tilghman, 99 U. S. 547, differs essentially from our case because in that case there was a *subsisting contract* governing the rights of the party in the use of the invention and it was a *mere question upon contract* involving some of the minor points of the contract and questioning whether there had been a breach of contract.

The doctrine in Wilson v. Sandford and Hartell v. Tilghman has been modified in the later case of *Litchfield v. Perry*, 88 U. S. 295.

Dale The Mfg. Co. v. Hyatt, 125 U. S. 146, cited by the defendants, was an action brought upon an agreement in writing. It was not a bill for infringement. This action was not brought in the Federal Courts at all, but was begun in the City Court of New York and is a mere action upon an agreement. There was no jurisdiction to take it to the Supreme Court of the United States.

The case of *Albright v. Pass*, 106 U. S. 613, was a case under contract in which specific performance was sought, and it bears no analogy to our case.

The case of *Pratt v. Paris Gas, etc., Co.*, 168 U. S. 255, was a common law action of assumpsit to recover a sum of money on contract.

The case of *Marsh v. Nichols et al.*, 140 U. S. 344, was a bill to enforce specific performance of a contract, and naturally the United States Supreme

Court held that the suit was not one arising under the patent law of the United States.

The case of *Kurtz v. Strauss*, 100 Fed. 800, was a bill for specific performance of an agreement, and to set aside a forged instrument.

The case of *McMullen v. Bowers*, 102 Fed. 494, was a case of license granted by complainant under contract, and involved only a construction of that contract.

Routh v. Boyd, 51 Fed. 821, involved the question of an agreement, and whether the same had been valid or not.

The case of *Williams v. Star Land Co.*, 35 Fed. Rep. 360, cited by defendants, was a case arising upon an express agreement, and so was *Wade v. Lauder*, 165 U. S. 624.

The cases cited by the defendants as to jurisdiction pretty much all relate to some contract or contractual relations. This action, brought by the equitable owners for infringement, is not based on contract, as erroneously stated in respondents' briefs.

The present case is of an entirely different character and not based on contract, but on the pure infringement of patent rights with prayer for proper incidental and collateral relief.

The respondents' counsel argues from a false basis and false premises. He asserts that there was a legal transfer of title to the Atlantic & Pacific Telegraph Company, which must first be gotten rid of. The evidence demonstrates this to be without the slightest foundation. The Atlantic & Pacific Telegraph Co. was a mala fide purchase with knowledge and got no title whatever. There was no contract relation entered into between George Harrington,

[ATTACHMENT/ENCLOSURE]

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who held the titles, and that company; and it has been proved beyond all doubt, (Mr. Justice HAZEL says the proofs are "singularly clear and convincing,") that they knew of the situation of fact and that Jay Gould, as a faithless trustee, could not give them any title until they first gave him, for the benefit of the associates, 31,800 shares of its stock.

POINT III.

The statement in the Respondents' Reply Brief (page 16) "that no fraud is charged in the bill against Jay Gould" is absolutely wrong, as will be seen from the fact, shown in the record, that Mr. Gould himself, in his sworn answer, "denies any fraud as charged in the bill."

In his opinion, (143 Fed. Rep. 323) Mr. Justice HAZEL states, (referring to complainant's patent rights):

"The provisions of the Bill is based apparently, upon the wrongful and fraudulent appropriation by the defendants of their patents."

In the 15th section (fol. 68) of the Bill (Record p. 17), Mr. Gould is specifically charged with *wrongfully causing the deeds to be recorded in the Patent Office.*

It was gross fraud on his (Gould's) part to record the deeds and withhold from record the letter of instruction of April 16, 1875, restricting his title.

7

In his sworn answer (Record, p. 98), Jay Gould says:

"And this defendant denies all and all manner of fraud or fraudulent or unlawful combination and confederacy, wherewith he is by the said Bill charged," etc.

So, too, the counsel for Jay Gould's executors put in the same kind of an answer and also "deny any and all manner of fraud or fraudulent or unlawful combination and confederacy" wherewith the said Jay Gould is by the said bill charged (Record, pp. 7 and 442).

Mr. Gould's sworn answer therefore admits that he was charged in the bill with fraud, and the lower Court erred in holding otherwise, in its summary of Gould's answer, to which rather than to the answer itself, respondents refer on page 16 of their Reply Brief.

Jay Gould was himself the chief infringer, and his fraud and unlawful conversion of complainants' patents constitute the grossest form of infringement cognizable or known to the courts.

All of which is respectfully submitted.

FREDERICK J. STONE,
Attorney and Solicitor for
Complainants, Appellants and Petitioners.

ALTON R. PARKER,
FREDERICK J. STONE,
THEODORE MERRARDEN,
Of Counsel.

1 copy forwarded
Jno. J. CHESNEY
President

J. H. BUNNELL & CO.,

(INCORPORATED)

Manufacturers, Importers and Dealers in

Telegraph, Telephone, Railway and Electric Lighting Supplies,

Instruments, Batteries, Insulated Wires and Line Equipment,

20 PARK PLACE,

P. O. BOX, 1286.

TELEPHONE CONNECTION.

Cable Address:
BUNNELL, NEW YORK.

Dec 17
NEW YORK, December 3, 1912.

Thomas A. Edison Inc.,
Oran^ge, N. J.

Dear Sirs:-

As we are having occasional inquiries regarding Phonoplex apparatus, and as you appear to have abandoned this department sometime ago, we would like to know if you have on hand any printed matter that we could send in response to such inquiries. If you have, we would be pleased to receive same.

Kindly advise us on this subject at your earliest convenience.

Yours truly,

J. H. BUNNELL & CO.,

M. F. MILLER

*Mr. Harvey
Bunnell*

*Have none left
JHB*

NO REVIEW OF EDISON'S CASE.

John D. Rife
 Supreme Court Refuses to Take Up
 His \$1,200,000 Claim.

WASHINGTON, Dec. 8.—A review of Thomas A. Edison's \$1,200,000 claim against the heirs of Jay Gould and the Atlantic & Pacific Telegraph Company for alleged infringement of a patent duplex telegraphing device, fifty years ago, was refused to-day by the Supreme Court. Mr. Edison lost in the lower court and the high court declared to-day that it could not review the case as no Federal question was involved.

8 P.m., Dec 9 - 1912

526 WEST 111th STREET

Dear Mr Edison,
 What the enclosed
 clipping (just handed
 to me by my son-in-law)
 means I cannot find
 out though I will be glad to
 read it. It looks bad
 for us, but I do not hope
 for the best.

It may be that our the
 petition for certiorari is
 denied to the hearing on
 the appeals postponed
 until the final hearing.
 Sincerely yours,
 Edison Co. *John D. Rife*

^{July 1912}
E. R. M., Friday, Dec. 13,
1912.

526 WEST 111th STREET

Dear Mr. Miller;

At the suggestion
of Judge Parker,
I am going out to
Orange tomorrow
morning to see Mr.
Edison, if possible,
for a few minutes or
also Mr. Dyer.

Truly Yours W. J. Stone

1 May 1912

Harrington et al;

vs
A.R. Tel. Co., et al.

file

My Tuesday Evening;
Harrington et al. vs A.R. Tel. Co., et al.,
Dec. 24, 1912.
Dear Mr. Miller:-

Will you please do me
the favor of letting Mr. Ed-
ison "that no decision,
in respect of the two motions
to dismiss our Appeals, was
handed down by the Supreme
Court on Monday ^(yesterday) and that
the Court has adjourned to
Monday January 6th, when
perhaps a decision may be
handed down." I think
the delay is, if anything, a
favorable augury for us, and
the uncertainty cannot thereby
may possibly help Judge
Parker and me in arranging
some settlement by way of com-
promise amicably out of Court.
Taggart declined to pay
\$150,000 last week but he
may perhaps before Jan'y
6th make us some counter-
proposition, which I (if any
is made) will submit to Mr.
(Edison).

Judge Wallace thinks
we ought to settle the case;
but neither Judge Parker
nor I think we should
accept any nominal sum

than that Mr Edison
that one of the Ruff ad-
ministrators endorsed his ap-
proval of Mr Edison's
letter to Judge Parker and
myself; but, as Taggart
has declined to pay one
hundred & fifty thousand
(150 000 ⁰⁰) Dollars, the ne-
gotiations for a settlement
are temporarily at a standstill.

But, if we are not defeated,
that is, if an adverse decision
is not handed down on Jan-
uary, & if we rather think
Taggart may make us a better
offer than the tentative
suggestion (which he has made)
and he may offer one hundred
thousand (\$100 000 ⁰⁰) Dollars.

He said he might advise
his clients to pay "the min-
imum value of the litigation",
and expressions I cordially dislike.
That is, a little better perhaps,
"that Mr Edison, Judge Parker, Judge
Wallace & Jameson Blackman".

I am quite ill at home
with the grip, with 103° of fever
yesterday! So please excuse this
miserable hand-writing.

The last time I saw you &
Mr Edison, Mr E - asked me
what proportion he would get
and what proportion Keiff's Es-
tate would get, in the event of
a settlement.

In the Opinion of Judge Hazel,
reported in 143 Federal Reports
329 - there is a ~~statement~~
~~Statement~~ of the Equitable own-
ers of the "Automatic Patents"
with the amount of stock each was
to receive, and I think appropriate
Mr Edison's name is set 3000
shares and appropriate J. C. Keiff's
name is set 7057 shares; as
the respective amounts to which
each would be or become entitled
had Gould acted in good faith, as
I think.

The Keiff Administrators claim
that the actual disbursements
made by Keiff in carrying on the
litigation until his death, and
the ^{other} ~~disbursements~~ ^{disbursements} since his death,
should be deducted from the
amount of any settlement, and I
have asked them to let me know
the amount of the same - for which
they say they have proper vouchers.

- 4 -

The proportions of 3000
7057 or say 3000 or
30% or 70% are less in
patent than they are for
Mr Edison is a Creditor
of Riff's Estate to an amount
equal to about 40% of the
present claims — the same
Creditors of Riff's Estate
having, of course, been paid in
full, J. R. Morgan & Co., taking
the collateral for the debt one
then giving the Administrator
\$1,500 " nominal consideration for
the Equity, of any.

I think therefore out of any
settlement ~~provision~~ ^{provision} ~~should~~ ^{ought to get}
after the expenses of the litigation
Consent fees and expenses say
30% & the Riff Administrator
70% & but almost any settle-
ment would enable the Riff Estate
to pay 75% to 100% — so that
Mr Edison would be doubly ben-
efited thereby — it may be wrong
in the figures, but I have the
first 14 pages of our hearing Book before
Judge Haugh where the figures are
given and please read pages 7 & 8
With kind regards to Mr Edison
& yourself. I am, Truly Yours
W. J. Stone

[ATTACHMENT/ENCLOSURE]

*Relay
Kuff*

See pages 7 and 8.

*Thomas A. Edison, Esq.,
with Compliments of T. J. Starnes
12/24/1912*

United States Circuit Court,

SOUTHERN DISTRICT OF NEW YORK.

GEORGE HARRINGTON *et al.*,
Complainants,
against

ATLANTIC & PACIFIC TELEGRAPH
COMPANY and George J.
Gould *et al.*, as Executors,
etc., of Jay Gould, deceased,
Defendants.

file
In Equity.

**Leading Brief for Complainants on
Hearing and Determination of
Exceptions to the Master's Re-
port.**

Statement of Facts.

This action was brought in May, 1876, to re-
strain an infringement by the Atlantic & Pacific
Telegraph Company and Jay Gould (in his life-
time), of a number of United States Letters Patent,
granted to George Harrington, as assignee, and
Thomas A. Edison, as inventor, and for an ac-

[ATTACHMENT/ENCLOSURE]

to effect the conveyance, a separate instrument was delivered, which read as follows:

"New York, April 16, 1875.

Sir: I hand you herewith a specific assignment of each and every patent and application for patents, covering all of T. A. Edison's inventions for automatic telegraphy, and whereby the full and complete title invests,

The consideration to be paid therefor is thirty-one thousand eight hundred shares of the stock of the Atlantic & Pacific Telegraph Company.

I will thank you to withhold the within assignment until the Atlantic & Pacific Telegraph Company shall deliver to you the said shares of their stock, when the assignment will be delivered to them.

These shares you please hold subject to delivery to the following named parties:

	Shares.
John McManns, Reading, Pa.....	43
Seyfert, McManns & Co., Phil.....	4,608
William M. Seyfert, Phil.....	320
Wm. J. Palmer, Colorado.....	540
John Elliott, Riggs & Co., N. Y.....	200
H. C. Dallett, Jr., Phil.....	60
E. Corning, Albany.....	80
James Dallett, Trustee, Phil.....	120
Alex. Morten, N. Y., 80 B'dway.....	40
J. J. Marsh, Haverhill, Mass.....	60
Sam'l B. Parsons, Flushing.....	500
J. C. Reiff, New York.....	7,057
A. & P. Telegraph Co.....	1,400
T. A. Edison.....	3,000
J. C. Reiff, Sec'y.....	1,428
Geo. Harrington	12,254

The receipts of said parties shall be your full acquittance.

Very respectfully,

GEO. HARRINGTON.

JAY GOULD, Esq.:

Of the above sum there is the amount of \$40,000 (about) currency, or about 1,600 shares

[ATTACHMENT/ENCLOSURE]

8

(a little less) to be deducted from the account of J. C. Reiff, and redistributed to J. C. Reiff, Geo. Harrington, S. B. Parsons, Wm. J. Palmer, Edison and McManus. This redistribution, as it shall be agreed to, will be handed to you in form of a paper signed by Reiff, Parsons and Palmer, and should be approved by Edison.

With such paper please deduct and add to respectively as that paper will show."

The approval of Edison also accompanied the above instrument as follows:

"New York, April 16, '75.

I, Thomas A. Edison, owner of one-third of my several inventions for automatic telegraphy, sold with my consent and approval to Mr. Jay Gould, do hereby make an allowance to Geo. Harrington and J. C. Reiff from my 1/3 share of the proceeds obtained for said patents, for their time, trouble and services in connection with said inventions, and authorize such further deductions from my share as with the 2/3 controlled by Mr. Harrington shall be required to reimburse the several parties by whom money may have been advanced for automatic purposes, upon the basis of four in A. & P. stock to one of cash; that is to say, in the several amounts herein set forth.

THOS. A. EDISON."

Exhibit 5, Vol. 1, p. 53.

On April 10, 1875, George Harrington, as president of the Automatic Telegraph Company, with the approval of its directors, assigned to the Atlantic & Pacific Telegraph Company all its interests in the telegraph line to Washington, and in the patents of George Little and others, growing out of a contract with the National Telegraph Company.

This conveyance was also accompanied by a writing dated April 16, 1875, signed by George Harrington, president of the Automatic Telegraph

Edison General File Series
1912. Telephone [not selected] (E-12-79)

This folder contains routine unsolicited correspondence seeking Edison's advice, information, or assistance on matters relating to telephones. Included are letters pertaining to wireless telephones and telephone answering machines. None of the letters received a substantive response from Edison.

Edison General File Series
1912. Thomas A. Edison, Inc. - General (E-12-80)

This folder contains correspondence and other documents relating to the financial and administrative operations of Thomas A. Edison, Inc. and its constituent concerns. Most of the documents pertain to the assignment of duties among executives, managers, and committees and the appointment and resignation of personnel. Included are items relating to the acrimonious departure of President Frank L. Dyer in November 1912, the appointment of Edison as president, and the subsequent reorganization of duties and assignments. Also included is a 27-page report to Edison—prepared by Dyer on August 1, 1912, shortly after his return from Europe—reviewing market conditions and the operation of Edison's foreign interests in motion pictures, phonographs, and ore milling. In addition, there is discussion of copyright issues, films in South Africa, and the development of cameras and color film processes. Some of the documents reveal Edison's direct involvement in the details of company operations, such as personally answering letters from complaining customers.

Approximately 50 percent of the documents have been selected. The items not selected consist primarily of receipts, stock certificates, meeting announcements, and duplicates and variants of selected documents.

1009
Mr. Goodwin:

What is everybody's business is nobody's business, and where the details of any basic plans are left for several people to work out and determine, I believe they are all spending more or less time, giving more or less thought to all of the details, some of which don't concern them in the least, and in the end it is found some one detail has been overlooked which holds up entire plan. I, therefore, believe it advisable to center in one man the authority to work out the detail plans of each new line of goods or proposition we have coming along, such plans, of course, being subject to the approval of Mr. Edison or Mr. Dyer, before being put into effect, and it, of course, being understood that in working out the details, the one man is to confer with such others as is necessary, in order to arrive at a definite understanding concerning any subject, which perhaps the others know more about than he does. Furthermore, I believe by putting the working out of the details up to one man, and by letting all others interested, including Mr. Edison and Mr. Dyer, know who that one man is, considerable time will be saved when any information is required concerning the detail plans, inasmuch as they will know the exact person to apply to for such information, instead of, as is under our present method very often the case, applying first to one man, only to find out that he don't know, and then the others until they strike the one who does know. Believing this is the right course to pursue, and now that the basic plans for the Blue Amberol record have been decided upon by Mr. Edison, I wish you would take charge of the details to be worked out in connection with such basic plans, with the understanding, of course, that whenever necessary, in order to obtain such information as you require, you are to confer with such other heads of departments or people as are in the best position to give you such information. A few of the details which are to be worked out in this detail plan are as follows:

The selections contained in present Amberol list that are suitable for the first Blue Amberol list, either by having new working moulds made from master moulds now on hand, or by having the selection made over.

The number of each selection to be made for stock before the new record is to be placed on the market.

The number of new moulds for each selection.

The date on which the new records are to be placed on sale--this question involving the new monthly list that we will begin with and having a sufficient stock of the current selections decided upon to place them on sale at the same time.

Style carton to be used. Aiken is acquainted with this subject, and Seely will furnish him samples within the next few days.

Style, color and wording of side label to be used.

Color and wording of top label.

A carton and label that can be used universally for records in all languages.

When should jobbers be notified of the change, in order that they may place their orders for advance records to be made of the Blue Amberol intelligently.

What form letter should be sent jobbers concerning Blue Amberol record, and how should it be worded as regards to change in exchange percentage allowance.

(2)

Shall we attempt to change over from Amberol to Blue Amberol, promotion, special, Grand Opera and concert records at the same time we do the lists selected of current selections, or shall we let them follow as rapidly as possible after the list of current selections and first advance list have been provided for.

Shall we attempt to change over such foreign selections as we use in this country only, at the same time we change over current list, or let them follow, and which selections shall be changed over.

There will, no doubt, be various other questions and details to be decided upon in connection with this record, and you will doubtless think of them or they will be brought to your attention from time to time. It is, of course, understood that several of the questions to be decided upon will depend entirely on how soon the factory will be ready to begin manufacturing records, but as both Mr. Edison and Mr. Philpot have said the plant will be ready in three months, which will be April 1st, I would base my plans accordingly, and then if there is any delay in the date on which manufacture is to begin, all of the dates you figure out can be advanced accordingly.

1/4/12.

C.H.W.

Copies to Messrs. Edison: Dyer: Weber: Dolbeer: Maxwell: Ireton:
McChesney: Stevens: Aiken: Wurth: Philpot.

Ed. Hand

JAN 20 Rec'd

Leonard—

Give me list of men in sales dept
Salmon's Expense accounts &
Sales of each for 6 months
Ending Jan'y 1st

Eaton

1469m
Messrs. Dolbeer: Berggren: W. Stevens: Weber: McChesney:

In order to effect a closer co-operation between Sales and Advertising Departments and to plan greater efficiency in both, please note that Messrs. Dolbeer, McChesney and Maxwell, have been appointed as a Sales Advertising Committee, to discuss and formulate advertising plans.

Mr. Maxwell will act as chairman of this committee.

Messrs. Edison, Dyer and Wilson, will be members ex officio.

Messrs. Galkins & Holden will be called upon to attend the meetings whenever the committee decide it advisable.

Minutes will be kept of the doings of the meetings, and copies will be sent to each member of the Executive Committee and Mr. Edison.

The appointing of this committee is not intended to affect the authority now vested in the Sales and Advertising Departments, and any action beyond these powers must have the approval of the proper authority before taking effect.

Meetings of the Sales Advertising Committee will be held once a week, and special meetings can be called by any member whenever necessary.

1/26/12.

C.H.W.

Copies to Messrs. Edison: Dyer.

74 3/4
Messrs. Weber: Borggren:

For annual stock taking purposes, we will close down our entire plant, so far as manufacturing is concerned, from Wednesday night, Feb. 28th, to Monday morning, March 4th, and so far as shipping is concerned, from Thursday night, Feb. 29th, to Monday morning, March 4th.

Please see that proper notices are posted throughout the shops and offices to this effect. Also add to the notice that on account of closing down these three working days, we will run all day Washington's birthday. The closing down of manufacturing and shipping ends of the business need not interfere with the fitting up of the Blue or Disc record departments, or the doing of any repair work, overhauling machines, &c. whatever throughout the shops, so long as it does not interfere with our stock rooms.

The closing down does not apply to the Primary Battery Department at Silver Lake. On account of being so far behind orders we will have to run there, and I will arrange with Mr. Salzman concerning the taking of this stock without closing.

It may also be necessary to run Wurth's Mould Making Department and Payne's Record Fosting Department, but these two departments can take their stock in a very short time, and there is no reason why they should not continue running if necessary.

2/15/12.

C.H.W.

Copies to Messrs. Edison: Dyer.

THOMAS A. EDISON,
CHAIRMAN BOARD OF DIRECTORS

FRANK L. DYER,
PRESIDENT



Thomas A. Edison, Inc.
Orange, N.J., U.S.A.

Edison Phonographs and Records
Edison Primary Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Business Phonographs

LONDON
PARIS
BERLIN
SYDNEY
BUENOS AIRES

CABLE ADDRESS
"ZYMOTIC, NEW YORK"

PRIVATE

Mr. Thomas A. Edison,
Fort Myers, Florida.

Dear Mr. Edison:

It will be necessary for me to make some
personal payments in March and April amounting to \$5000.
in March and \$5000. in April. May I draw this amount against
whatever may be coming to me for the year just closed? It
will be a great accommodation to me. Whatever balance there
may be above this amount I would suggest can be paid in month-
ly payments, as was done last year.

If you will approve this I will take up the mat-
ter with Harry Miller.

Yours very truly,

FLD/IWW

Frank L. Dyer

Harry - March 14, 1912.

*See what is amount
due him, & if sufficient
let him have \$5000 -*

702

(1912?)

Mr. Thomas A. Edison, ²
THOMAS A. EDISON, Incorporated

Lathé	Cines
Gaumont	Milano
Lux	Nordisk
Vitagraph	Pascual
Belig	B & C London
Kineto	Hepworth
Taylor Film	Kricks & Martin
Kosmopolitan	Polichinell
Heliocscope	Reliance
Bison	Amila
Lubin	Tannhauser.
Itala	

The Melair Co. has applied to go into the arrangement but will be accepted only upon favorable conditions.

The Ambrosio Co. is still bound by contract until October but negotiations are pending to have the contract annulled.

Negotiations are at present pending with the German manufacturers of the Messtor, Bioscop and Autoscop Films.

The following films are not wanted and will be kept outside of the combination:

Vitascope	Imp
Paulus & Unter	Champion
Duckes	Republic
Melkkinematograph	Messtor
Kelen	Amorita
Eclipse	Majestic
Biograph	Towers
Melies	Javoya
Mesmay	Commerio
Rex	Lavillon
	Raleigh & Robert.

I have seen what purports to be the contracts with Lathé, Gaumont and Belig, although the minimum guarantees are not stated, but in every case the contract is conditional upon the capital of 4,000,000 Marks being paid in cash and upon the further condition that the contract shall not go into

THOMAS A. EDISON, Incorporated
Mr. Thomas A. Edison- 3.

effect until June, 1912.

A proposition has been made to Mr. Graf that we should go into the combination, and the proposition has been accepted by him subject to ratification by the Orange office, the terms and details to be worked out in final form, but the general conditions being as follows:

1. We grant to the Combination the exclusive right to our films in Germany, Sweden, Norway and Denmark. Also the exclusive control of projecting machines in those countries. Talking Pictures are not included.

2. The arrangement is to continue for three years and to be renewed for a further period of three years "if the essential points of the agreement have been fulfilled by both parties".

3. The Combination agrees to purchase films annually to the amount of 700,000 Marks (\$175,000). The price paid is 94 pfennigs per metre f.e.b. Paris. This amounts to about 7¢ per foot.

We pay Gaumont 70 centimes per metre for printing our positives in Paris, not including a slight charge for titles and sub-titles amounting to 30¢ each. This amounts to $4 \frac{1}{5}$ ¢ per foot, so that the profit on the price offered would be about $2 \frac{4}{5}$ ¢ per foot.

\$175,000 worth of film at 7¢ a foot would be about 2,500,000 feet, and at a profit of $2 \frac{4}{5}$ ¢ per foot the annual profit under the arrangement would be about \$70,000. Deducting from this as a liberal estimate \$12,500 to cover pro-

Mr. Thomas A. Edison-4.
THOMAS A. EDISON, Incorporated

portional expense of negatives, titles, etc., the net profit would be \$57,500.

At the present time Graf is getting about 7¢ per foot in Berlin but is now paying German Customs duty, freight, packing, etc., amounting to about 2 pfennings per metre, which amounts to about 1/5 ¢ per foot. At the present time, according to Graf's figures, our turnover in Germany is approximately 1,300,000 feet per year, so that the arrangement contemplates a very considerable increase.

Graf states that the arrangements made with other manufacturers are supposed to be based on a guarantee equal to their present business but he says that he believes that concessions have been made in this respect, as in our case. For instance, in the case of Gaumont, the guarantee is 1,000,000 feet, which he says he believes to be an increase of from 20% to 25%. He gives no intimation that any concessions have been made to manufacturers so large as have been offered to us. He points out that this concession was granted for two reasons: first, because we are now putting out four reels per week; and, second, because our turnover in Germany has been curtailed in the past by reason of our being very careful of our credit, and that if we had run the risk that Gaumont has our turnover would have been much larger.

4. Our present stock of old films and machines in Berlin will be taken over for the sum of \$25,000 in cash. Graf intimates that he can include also some of the old film stock from London and Paris, and that he expects this arrange-

THOMAS A. EDISON, Incorporated

Mr. THOMAS A. Edison- 5.

ment to net us an immediate profit of between \$15,000 and \$20,000.

5. In the case of Scandinavia the price is 85 pfennigs per metre (6 1/3 ¢ per foot) f.o.b. Paris. Shipments will be made direct to customers in Scandinavia and the agreement will specifically provide that films shipped to Scandinavia shall not be used in Germany. The profit on films shipped to Scandinavia would therefore be 2 3/10 ¢ per foot and this will slightly reduce the above estimated profits. The amount of the Scandinavian business would probably not exceed 10% of the business in Germany.

The question to be decided is, shall we go into this arrangement, assuming that all details are attended to? The guaranteed footage amounts to about 50,000 feet per week, or an average of 15 copies per reel. This is about 50% more than we are now doing in these countries, while the price received is not only better but all expense of handling and marketing the films in Germany is removed. No one believes that the price of films will increase during the next three years but if anything the price will be reduced. (For instance, the Majestic Co., one of the Independents in this country, has made the first break in price by reducing to 9¢ per foot). It is true that during three years we might succeed in substantially increasing our output, but to go much beyond 2,500,000 feet per year will require hard work and a good deal of expense. Furthermore, any increase in our turnover in Germany would depend upon the popularity of the

Mr. THOMAS A. EDISON THOMAS A. EDISON, Incorporated

films, and I believe that this increase would come just the same if this arrangement were carried out.

On the other hand, suppose we did not go into the arrangement? We would find ourselves allied with a lot of second-class films, and the only respectable associates we would have would be the Biograph, Kalem and Essanay Companies. We would be opposed to such large concerns as Pathe, Gaumont, Vitagraph, Selig, Cines, Itala and Mordisk and possibly Meloir and Ambrosio. Our position would be a good deal weaker relatively than the independents in this country and whatever business we had would probably be secured only by hard work and low prices. Therefore I strongly urge that this arrangement be made, providing the following points can be covered:

1. The minimum guarantee of 2,500,000 feet should not be made on a yearly basis but on the basis of a monthly or quarterly guarantee.
2. The guarantee should also include a fixed stock of projecting machines and a quarterly turnover of projecting machines.
3. The price paid to us for films should be flexible enough to take care of possible variations in cost, such as increased cost of raw film.
4. The arrangement should be based absolutely upon the payment of the cash capital into the treasury.
5. It should be based upon the assumption that at least Pathe, Gaumont, Selig and Vitagraph enter into the arrangement and that we should have the right to withdraw

Mr. Thomas A. Edison, ⁷
THOMAS A. EDISON, Incorporated

in case any two of these concerns withdrew.

6. The agreement should provide that in case more than 7¢ per foot is paid to any manufacturer in the Combination we should have the benefit of the maximum price.

7. It should also provide that in case the minimum guarantee for any year is exceeded, the minimum for the following year shall include the amount of the excess. In other words, if they sell 7,000,000 feet the first year, the minimum guarantee for the second year will be 3,000,000 feet. Possibly other points will occur to you that ought to go into the agreement.

Graf writes that we have until April 20th to accept or reject the proposed plan, so that you will have time to think this over and make up your mind when you return.

Personally I think this is important enough for me to go over, so that everything will be all right, and unless you think otherwise I will make arrangements to sail early in May. Frankly, the principal doubt I have about the entire arrangement is that these promoters may be promising too much and may be undertaking burdens that cannot be carried. This can only be decided by a personal investigation of the conditions of the business.

There are a good many other matters requiring my attention in London, Paris and Berlin, and, except for your trip of last year, no one has visited the foreign offices since I was over in the Summer of 1909. My idea was to sail about May 4th and be back about June 15th, giving me about

Form 37, 1-15-42, then.

Mr. Thomas A. Edison ~~THOMAS A. EDISON~~, Incorporated

four weeks on the other side.

Yours very truly,

FID/IWW

TAE 344
WHE

Messrs. Berggren: Eckert: Brown: Youmans: Stevens: Hudson: Durand: Hird:
Bliss: H. Miller: Langley:

It has been decided that Mr. Nelson C. Durand will have charge of the selling end of the apparatus manufactured in the Electrical Dept., which will consist of rectifiers, house lighting controllers, small motors, etc. All orders received, and all correspondence relating to this apparatus should, therefore, be first sent to Mr. Durand, and he will pass them along through the regular channels.

The Storage Battery Co. and their selling force are to obtain orders wherever possible for rectifiers and controllers, but such orders, instead of being shipped and billed by the Storage Battery Co., are to be sent to Mr. Durand, and are to be shipped and billed by Thomas A. Edison, Inc.

The Primary Battery Dept. and its salesmen will also obtain orders and handle them in the same manner.

To reimburse the Storage Battery Co. and the Primary Battery Dept. for obtaining orders, a commission, to be agreed upon later, will be given them.

All orders for foreign shipment will be handled by Mr. Stevens of the Foreign Dept., but, for a time at least, should first be sent to Mr. Durand, so that he can keep in touch with the business obtained from all sources.

4/18/12.

C.H. Wilson.

Copies to Messrs. Edison: Dyor: Weber: Bachman. *WHE*

WHE

TAC 200
OK 11/17

Messrs. Berggren: Eckert: Brown: Youmans: Stevens: Hudson: Durand:
Hird: Bliss: R. Miller: Langley.

Supplementing my memo. of the 18th inst. concerning the
Electrical Dept., please note the following changes in paragraphs 2
and 4:

The Storage Battery Co., instead of acting as salesmen
for the T. A. E. Inc. and sending orders to the T. A. E. Inc. to be
shipped and billed direct, will handle their own orders and do their
own shipping and billing, that is, if they sell rectifiers or
controllers in connection with storage batteries, they will place an
order with the T. A. E. Inc. for them, and when ready they are to be
shipped by the T. A. E. Inc. to the Storage Battery Co., who will
make shipment to the customer and bill direct. The T. A. E. Inc.
will bill to the Storage Battery Co. The Storage Battery Co., under
this method of handling, will be treated as a jobber of the T. A. E. Inc.
and will receive the regular jobbers' discounts.

4/29/12.

C.H.W.

Copies to Messrs. Edison: Dyer: Weber: Bachman: Bee.

PRESIDENT'S OFFICE

Memorandum

24352

(Personal)

April 30. 1912.

Mr. Harry F. Miller:

Will you kindly secure from Mr. Edison
a check to my order for \$5000.00.

I outlined the necessities of the case in a
letter to Mr. Edison when he was in Florida.

F. L. D.

OK 7/25
H. F. Miller

paid
4/30-1912

4/16/22

June 1st, 1912

Mr. F. Weber:-

Will you kindly supply the Laboratory Drawing Room with a duplicate list of your revised standardization sheets regarding sizes of holes and shafts - for various fits -, screw sizes and such other tabulated data as may allow us to dimension our drawings more correctly for shop use.

We are not at the present conversant with the newly established limits and are, therefore, liable to improperly dimension drawings about to be sent you.

Hoping this may meet with your early attention.

D.H. BLISS

DHB/BS

CHIEF ENGINEER.

Copies to Messrs. Edison, Anderson and Fife

THOMAS A. EDISON, Incorporated

June 11, 1912.

The Bradstreet Company
776 Broad Street,
Newark, N. J.

Gentlemen: We submit the following financial statement of
Thomas A. Edison, Incorporated, as of February 29th, 1912.

685,720.42	Real Estate & Buildings	
390,026.74	Machinery Tools & Equipment	
868,614.63	Raw Material, Finished Parts & In Process	
562,947.89	Accounts Receivable	
893,274.40	Due from Affiliated Companies	
218,327.85	Notes Receivable	
41,508.83	Cash Reserves & Bonds	
478,281.54	Cash	
385,096.44	Stock in other Companies	
7,000.00	Mortgage	
113.33	Unexpired Insurance Premiums	
5,233.94	Accrued Taxes	
5,846,956.43	Patents	
	Thomas A. Edison	124,919.55
	Accounts Payable	126,829.29
	Notes	45,000.00
	Capital Stock & Surplus	10,081,753.60
	Orange Dist. Water Ice. CO Bonds	<u>24,000.00</u>
<u>10,402,502.44</u>		10,402,502.44

OFFICERS

Frank L. Dyer,
Carl H. Wilson,
Ernest J. Berggren
Harry P. Miller,

President
Vice-President
Secretary & Treasurer
Asst. Secretary & Treasurer

THOMAS A. EDISON, Incorporated

Bradstreet Co.

#2

6-12-12

BOARD OF DIRECTORS

Thomas A. Edison, Chairman
Frank L. Dyer
Carl H. Wilson
Harry F. Miller
Ernest J. Berggren

Trusting this is satisfactory, we remain,

Yours very truly,

THOMAS A. EDISON, INC.

Secretary & Treasurer

THOMAS A. EDISON, Incorporated

June 11, 1912.

30 Clinton Street,
Newark, N. J.

Gentlemen:

We submit the following financial statement of
Thomas A. Edison, Incorporated, as of February 29th, 1912.

685,720.42	Real Estate & Buildings	
390,026.74	Machinery Tools & Equipment	
868,014.63	Raw Material, Finished Parts & In Process	
582,947.89	Accounts Receivable	
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	Thomas A. Edison	124,919.55
	Accounts Payable	126,829.29
	Notes	45,000.00
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	Orange Dist. Water Ice Co. Sds.	24,000.00
10,402,502.44		10,402,502.44

OFFICERS

Frank L. Dyer,	President
Carl H. Wilson,	Vice-President
Ernest J. Berggren,	Secretary & Treasurer
Harry F. Miller,	Asst. Secretary & Treasurer

THOMAS A. EDISON, Incorporated

R.G.Dun Co.

#2

6-11-12

BOARD OF DIRECTORS

Thomas A. Edison, Chairman
Frank L. Dyer
Carl H. Wilson
Harry P. Miller
Ernest J. Berggren

Trusting this is satisfactory, we remain,

Yours very truly,

THOMAS A. EDISON, INC.

Secretary & Treasurer

PRESIDENT'S OFFICE

Memorandum

2126

*July 19 1912
Recd 5000
J. H. G.*

July 18, 1912.

Mr. H. F. Miller:

Please furnish me with Mr. Edison's check
for \$5000.

Incidentally, my last payment was April 30th, for
a like amount.

I would like this check as soon as possible.

P. L. D.

ok ya E

*Dyer - You want to let up
on drawing more money for a while
we shall need all we have to pully thru*

Mr Edison

You have received from Thos
A. Edison Inceptd during the year
ending Feby 29-1912 in cash
less experimental Charges \$321,299.60
7% on this equals \$22,490.97
Mr Dyer has had 10,000.00
Balance \$12,490.97

H. J. M.

7/18/12

7/10/12 5,000.00
7,490.97

[ATTACHMENT/ENCLOSURE]

	541,462.87 ✓
	<u>159,003.83 ✓</u>
	382,459.04 ✓
	<u>88,463.02 ✓</u>
	293,996.02 ✓
JAE Inc	20,842.20 ✓
E.W.	<u>26,461.38 ✓</u>
	\$ 341,299.60 ✓
	<u>20,000.00 ✓</u>
	\$ 321,299.60 ✓
	<u>7</u>
	22,490.9720

Mr Edison

You have received from
Thos A. Edison Insects during the year
ending Feby 28-1912 in Cash

less experimental charges \$321,299.60

7% on this equals

22,490.97

Mr Dyer has had

10,000.00

Balance

12,490.97

[ATTACHMENT/ENCLOSURE]

$$\begin{array}{r} 2064593 \\ 1847018 \\ \hline 181757 \\ 41986.13 \\ 26324.82 \\ \hline 21866.131 \\ 2117575 \\ \hline 26484.56 \end{array}$$

$$\begin{array}{r} 34340.20 \\ 26485.56 \\ \hline 78546.4 \end{array}$$

$$\begin{array}{r} 541.46287 \\ 159.003.83 \\ \hline 382459.04 \\ 7.85464 \end{array}$$

$$\begin{array}{r} 374604.40 \\ 26.943.89 \\ \hline 347660.51 \end{array}$$

$$\begin{array}{r} 140587.66 \\ 15335.95 \\ \hline 125251.71 \end{array}$$

$$\begin{array}{r} 24336.2359 \end{array}$$

$$\begin{array}{r} 6336.73 \\ 6640.16 \\ 2354.06 \\ \hline 15335.95 \end{array}$$

$$\begin{array}{r} 19471048 \\ 4237984 \\ \hline 152430.64 \\ 125251.71 \\ \hline 2717893 \end{array}$$

$$\begin{array}{r} 54122.82 \\ 2717893 \\ \hline 2694389 \end{array}$$

[ATTACHMENT/ENCLOSURE]

Mr. Edison

The Cash received by you from Geo. A. Edison
Incept during the year ending Feby 29-1912 amounted
to about \$275,000.00. Dyer's percentage viz 7% would
equal \$19,250.00. He has had \$5,000.00 on ac of this.

H. T. M.

THOMAS A. EDISON,
CHAIRMAN BOARD OF DIRECTORS



1912 Phon.
FRANK L. OYER,
PRESIDENT

Thomas A. Edison, Inc.
Orange, N.J., U.S.A.

Edison Phonographs and Records
Edison Primary Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Dictating Machines
Edison Home Kinetoscopes and
Motion Picture Films

LONDON
PARIS
BERLIN
SYDNEY
BUENOS AIRES

CABLE ADDRESS
"ZYMOTIC, NEW YORK"

MEADOW CROFT
MEADOW CROFT

August 1912.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

I beg to make the following report on my
recent European trip:

L O N D O N

AMUSEMENT PHONOGRAPH

Speaking generally, I found the attitude of those connected with the amusement phonograph to be one of resigned discouragement but with strong hopes that former conditions will be restored or at least that present conditions will be improved when the Disc machine is put out. The same attitude pervades the trade in Great Britain, many of whom are simply marking time, awaiting the coming of the Disc. Expenses connected with the amusement phonograph have apparently been cut down as low as possible, the idea being to simply carry the organization along at the minimum cost during the present period of depression.

The entire trade in England is on a lower plane than here, and the market is flooded with cheap German

DICTATED TO AND TRANSCRIBED FROM THE EDISON DICTATING MACHINES

Mr. Thomas A. Edison- 2.

machines and records. I saw a small hornless machine that looked very well, which was sold to the trade with six 6-inch records for \$1.80. Personally I don't believe we will be able to do very much in England with the disc line, except after a considerable period of education, or until we can offer a cheaper line of machines and possibly cheaper records. If we do not eventually do so ourselves, I feel confident that when our records appear on the British market, Pathe or someone else will market an attachment to permit the records to be played on other machines. This is also the belief of Mr. Cromelin and Mr. Graf.

DICTATING MACHINES

A very good man (Hopkins) is in charge of the Dictating machine and has succeeded in very materially developing sales. We have an agreement with the Columbia Company on the subject of price-maintenance on Dictating machines in Great Britain, and so far there has been very little competition from Germany and France. The Pathe people are preparing to put out a Dictating machine of the disc type, which is to be marketed in Great Britain by the Renec Company. The outlook for the Dictating machine is hopeful, since the British business men seem to be slowly awakening to the merits of typewriters, cash registers, adding machines and other labor-saving appliances. When I was in London all shipments of Dictating machines from America were tied up by the dock strike and there was not a single machine in stock, but I arranged to have Mr. Graf send some of his machines to London

Mr. Thomas A. Edison- 3.

to help them out temporarily.

KINETOSCOPES

There seems to be no show for our Kinetoscopes in Great Britain, since they are much more expensive than French and English machines, and our lamp-house, arc lamp and stand are inferior to the usual British standard. I have brought this matter to Mr. Gall's attention, so that when our new Kinetoscope is put out it may comply with foreign requirements, although our high price will always seriously handicap us.

FIIM The film business is very satisfactory and is being handled intelligently and economically. Our films are popular, but not so popular as the Vitagraph and Biograph films. It is generally rumored that the Vitagraph Company are cutting prices and that this accounts for the large use of their films. Biograph films are handled by the same agent (Nichols), who also represents Kalem and Lubin films, so that by having three American films he can give practically a complete service.

In Great Britain the theatres are very much finer than in this country and charge much higher prices -- generally from 12s to 75s. More films are shown -- generally from six to eight, so that ordinarily not more than two shows per evening take place. Films are in better condition than in America.

The rental business in Great Britain is handled by about twenty exchanges, all of whom are fighting among

Mr. Thomas A. Edison- 4.

themselves, just as they did in this country in 1908. Under the effect of this competition the theatres are getting service at very low prices and are very prosperous, while the exchanges are having a hard time of it. Efforts are now being made to have an understanding among the exchanges to maintain prices, lease films for limited periods, and otherwise control the business, as in this country. One thing that impressed me very strongly in London was the fact that there was no English concern making creditable pictures, and as a matter of fact only about four English concerns making pictures at all. At the same time, in talking with a number of film men, both renters and owners of theatres, I got the impression that they would gladly welcome a good English film. Furthermore, I was approached in London by two parties with schemes for building studios in England and making pictures there. Finally, I found that the Vitagraph Company were operating in England with a small stock company headed by their principal comedian (Bunny), and that Lubin also had a small stock company working on the Southern Coast, near Brighton. The agent of the Biograph films also told me that the Biograph Company were seriously thinking of making some pictures in England. In view of these circumstances I felt that it was important for us to make some pictures in England, and I therefore cabled Mr. Plimpton suggesting that he should send over Mr. Miller as a Director and two actors, Mr. MacDermott and Miss Nesbitt, and also a camera man. These people are now in England and can work there

Mr. Thomas A. Edison- 5.

until about October and can take some special English subjects.

I arranged with the Barker Company in London for the use of their studio, at a price of \$20.00 per day, including the services of two men. We only have to pay for such time as we may use the studio, and no guarantee was made as to the number of days we may use it. The studio is located in Ealing, about ten miles from the centre of London, and is a modern place in every respect, with a stage about 60 x 40, electric lights, dressing rooms, property room, carpenter shop, etc. It is located near several good-sized parks where outside pictures can be taken.

I also advertised for actors, and before I left we had a collection of at least thirty, with their photographs, so that Mr. Miller will have no difficulty in picking out a competent English company. The rate of pay in England is about \$5.00 per day and less.

Finally, I arranged with Mr. Harry Furniss to give his entire time from July 1st to October 1st in helping Mr. Miller in various ways, such as by suggesting pictures, overseeing the pictures so that they may be correctly English, getting costumes and properties and arranging for special privileges, such as making pictures in the Zoo, hospitals, public institutions, and on some of the larger private estates. Mr. Furniss is very well known and popular in England and I believe his cooperation will be valuable to us. I arranged to pay him a salary of £25. per week (\$125) and to take from

Mr. Thomas A. Edison- 6.

him three complete scenarios of dramatic subjects at a cost of £30 each, so that in the three months we will have to pay him in the neighborhood of \$2000.00.

LAMBOURNE COLOR PROCESS

I had had some correspondence with a man named Lambourne, who claimed to have invented a new color process for films, and I looked into this matter while in London. I found that the process was practically identical with the stencil process used by Pathe, although the details and refinements had not been worked out. I saw nothing in the proposition and therefore turned it down.

JURY CAMERA

A new camera owned by Jury's Imperial Pictures, Ltd., had been brought to my attention, which I also looked into. The essential feature of the camera was the employment of a gyroscope to hold the apparatus steady while photographing, the feed mechanism being operated by a separate electric motor. It seemed to me that such a camera might be useful in the future for taking photographs of topical subjects and for use in positions where a tripod could not very well be handled. I have a sample print made by this camera, and it shows up very well so far as steadiness is concerned. An application for a patent in this country has been filed but the patent has not yet been granted. I secured an option on the patent on the payment of \$500.00 and with the understanding that the prosecution of the application should

Mr. Thomas A. Edison- 7.

be turned over to us, and at any time within two years after the patent is granted we can secure the same on the payment of \$200.00 additional. This option has been turned over to the Motion Picture Patents Company at the same price, so that we are nothing out of pocket. If you have any objection to the Patents Company taking over the patent, please let me know, because the transfer has not been made and can be stopped. I have always understood, however, that you approve of the general principle of turning over to the Patents Company all patents that may be of general use to the manufacturers. In addition to the above I agreed to buy two of the Gyroscopic Cameras at not more than \$150.00 apiece, and I brought one of them over with me. The other one is expected shortly. This price is very much less than we could build the cameras for in this country. With these cameras in our possession, we, of course, have a license to use them, even if the option is not taken up.

HOME PROJECTING MACHINE

A sample of this machine was received while I was in London, was set up, and has been shown to a number of phonograph factors. A fair amount of enthusiasm was shown, and I believe that in time a satisfactory business can be developed, principally among our phonograph dealers.

KINETOPHONE

I have already reported to you on the new Gaumont Kinetophone. The presence of that machine in London and its undoubted success in Paris stirred up more or less interest

Mr. Thomas A. Edison- 8.

in the trade, although the demonstration in London was of such a mediocre character that the interest was not particularly enthusiastic. I felt that our own position was not sufficiently settled to enable me to make any definite promises and for this reason limited my efforts to introduce the Kinetophone in Great Britain to Mr. Jury, who has made a proposition which you have approved.

COPYRIGHT

The new Mechanical Copyright Act in Great Britain went into effect on July 1, 1912. It provides for royalties on phonograph records but the trade generally in Great Britain have agreed to increase prices to an extent to substantially cover these royalties so as to throw the burden on the public.

A concern known as "Copyrights Limited" has been organized for the purpose of acquiring and dealing in mechanical copyrights. This concern is supported by all the talking machine manufacturers and importers in Great Britain except the Gramophone Company. There are three Directors, including Sir George Marks as Chairman and Mr. Cromelin, so that we control the policy of the company. The theory of the concern is to acquire copyrights for mechanical reproduction which shall be open to all subscribers. On the other hand the Gramophone Company and the Aeolian Company have formed a corresponding corporation of their own to acquire copyrights for their own use. The Gramophone Company invited the rest of the trade to go into their organization, but only upon terms that would have given them complete control, so that every-

Mr. Thomas A. Edison- 9.

one kept out. By organizing Copyrights Limited, competition has been eliminated (except by the Gramophone Company) between talking machine manufacturers in Great Britain, which I consider to be a desirable thing, since any competition on the subject of copyrights merely increases the recording expense. I believe that by having a corporation such as this, the amounts paid by manufacturers in royalties and bonuses will be considerably less than under conditions of competition, so that Copyrights Limited will be practically self-supporting. If not, our proportion of any expense in its operation will be small, since it is managed from a single office with only one clerk.

In this connection it was considered that all the British copyrights in our records so far made should be owned by the English company, so that if necessary the English company could bring suit for infringements. Therefore, while in London I executed an assignment from ourselves to Thomas A. Edison, Limited, transferring to the latter any British copyrights that may exist in our records as so far made. I had to take action on short notice, because the assignment had to be recorded before the Copyright Act went into effect on July 1st. This assignment has now been ratified in minutes which have been brought to your attention.

FILMS IN SOUTH AFRICA

We had an arrangement with the African Film Syndicate to take two prints of each of our subjects at 7 1/2 ¢ per foot. I was advised of the cancellation of the contract by cable

Mr. Thomas A. Edison- 10.

while in London, the grounds for cancellation being that so much of our film could not be absorbed in South Africa and the arrangement was too inflexible, since it gave no opportunity to order more copies of good films and fewer copies of poor films. I did not see that anything could be done in the way of enforcing the contract, because a suit in South Africa would be expensive and uncertain. Furthermore, I felt that the arrangement was a poor one, since it required the Syndicate to take two prints of each subject no matter how inappropriate the subject might be. I therefore advised both Mr. Cromelin and Mr. Stevens to consider South Africa to be open territory, and arrangements were made in London with buyers to purchase from 3000 to 8000 feet per week at 8¢ per foot. Mr. Stevens can also sell in that territory, so that I do not think that we will lose by the cancellation of the contract.

CHANGE OF NAME OF BRITISH COMPANY

This is a matter that had been brought to my attention several times by Mr. Cromelin, but there seemed to be no necessity for hasty action. However, shortly before sailing for Europe an action was commenced in London against a new concern called the "National Gramophone Company", who sent out prospectuses that they expected to enter the market with a phonograph-cut disc record. One of the promoters of this enterprise was J. Lewis Young. We sought an injunction to prevent them from using the name "National", on the ground that it was part of our corporate name and that confusion would

Mr. Thomas A. Edison- 11.

exist, but the evidence showed that our records and machines were always known as "Edison Records" or "Edison Machines", and the judge intimated very strongly that he thought we could not prevail. In view of this situation it seemed to me to be important, before putting out the new Disc product, that the name of the British company should be changed to Thomas A. Edison, Limited, so that no confusion could exist with the National Gramophone Company in case they go ahead with their phonograph-cut disc record. This matter was brought to your attention by cable, you approved of the change and the change was made.

ORE MILLING SYNDICATE

There was a balance of £157/6/0 due from you to the Syndicate in the matter of unpaid subscriptions to stock, but, as I had understood from letters written by the Liquidator, I assumed that it was not necessary for you to pay this amount, because it seemed certain that dividends would be declared to more than cover the same. I advised you to this effect. When in London, however, the Liquidator said that the payment of this amount was not optional but was compulsory and he threatened to bring suit to recover the same. I therefore instructed Mr. Cromelin to pay the sum of £157/6/0 to the Liquidator, and his receipt has been handed to Mr. Miller. This completely disposes of all obligations from you to the syndicate, and I am informed by the Liquidator that future dividends will much more than cover this disbursement.

Mr. Thomas A. Edison- 12.

OFFICE ACCOMMODATIONS IN LONDON

At the present time we have three places in London, as follows:

25 Clerkenwell Road: Our present lease runs until March 25, 1930, but may be terminated March 25, 1916, and the annual rent is £420, exclusive of rates, taxes, etc., which increase it to £572. We have the entire building at this location (three floors), but they are not fully occupied. On the ground floor the Dictation machine is handled, and there is another office with three clerks. In the back is a shipping room for handling the Dictation machines. Mr. Cromelin also has an office on this floor. On the second floor are Mr. Hayes' office, reception room for talent, a recording room and a committee room where records are heard and trials are tested. In the committee room there are also samples of the complete British list and some American, French and German records. On the third floor there are a large office where films are handled, including the handling of posters, a small projecting room (not now in use) and a small office for handling kinetoscopes and primary batteries. The building could hold three or four times as many people. It is located fairly well for a wholesale business. For the effective handling of Dictation machines the location is a poor one, and for the display of films the location is quite out of the question, since all films are shown by all the manufacturers and agents within a very limited territory, to which the buyers confine their operations.

Mr. Thomas A. Edison- 13.

Willesdon Works: The present lease expires June 24, 1928, but may be terminated in 1914 or 1921. The annual rent is £800, to which must be added rates, taxes, etc., which increase it to about £1,066. Of course the idea of this plant was that it would be used for manufacturing purposes. At the present time the office headquarters are located here, with accountants, book-keepers, etc., and Mr. Cromelin makes this his principal office. Except for the storage of records and machines and for shipping facilities the place is quite deserted. As an office location, Willesdon is about as far from London as Yonkers is from New York.

Gerrard Street: The present lease expires March 25, 1916, but may be terminated on one year's notice. The annual rent is £80 (Landlord pays rates and taxes). Here we have a room about 20 feet square (with a projecting room behind) in which our films are shown. The room is fitted up neatly with pictures, etc., and there are about 16 cheap theatre seats where the buyers may sit to see our films. The pictures, being thrown only about 20 feet, are small, but the illumination is correspondingly bright. This exhibiting room is on the second floor of a four-story building, the floors above being used as flats. The stairway is narrow and dark. Since moving to Gerrard street we have been able to show our films to all the buyers, as the exhibiting room is located in the proper district. But, nevertheless, a number of people said to me that this was hardly the place where Edison pictures ought to be shown. For instance, Mr. Nichols, who handles

Mr. Thomas A. Edison- 14.

the Biograph, Lubin and Kalem films, has an exhibiting room occupying an entire floor, probably 25 feet wide and 60 feet long, fitted up like a small theatre, with a girl playing the piano during the exhibition of pictures.

It is perfectly obvious that having these three places is a very poor and expensive plan of doing business. The combined rents of three places are high and the office force is divided among all three of them, so that work is being duplicated. It takes a long time to get from one to the other. I told Mr. Cromelin that he ought to make every effort to sub-let the Willesden and Clerkenwell Road buildings, so as to have his force located in one building, and that suitable provision should be made for a more dignified and attractive exhibition of our films. I believe this can be done and very much better quarters secured at a considerable saving in money. Mr. Monnot was considering the possibility of taking over the Willesden Works, and negotiations were also in progress with an automobile concern to take over the lease of the Willesden plant. Even if we only succeed in getting rid of the Willesden plant it would be better to concentrate the force at Clerkenwell Road than to divide up between two places.

B E R L I N

From London I went to Berlin, where I spent about a week. The offices are on the third floor of a building on one of the principal streets, and I am impressed by the fact that Mr. Graf is conducting his operations as economi-

Mr. Thomas A. Edison- 15.

cally as possible. They comprise an outer office, a projecting room and two other offices, one occupied by Mr. Graf and the other by Mr. Thorhauer, his assistant, and Mr. Grusser, who has charge of our film business.

VON SCHACK CONTRACT

I went to Europe principally about this matter, and the first day I reached Berlin the situation looked discouraging, because one of Von Schack's associates told me that the banks had withdrawn from the arrangement. Later, in London, Von Schack told me that the banks had agreed to finance the proposition provided the annual guarantees could be reduced, and I therefore gave them an option, which is to be taken up by August 15th and concerning which I have written you in full. The contract provides for minimum purchases for Germany alone amounting to 425,000 Marks (\$106,000) annually. I do not by any means feel that this contract will be carried out, and Mr. Graf also expressed his doubts to me before sailing. Personally it seems to me that a proposition of this sort is too large and too speculative in character for the banks to undertake its exploitation. At the same time, I understand that the German banks go into these speculative ventures more readily than in America. I felt, however, that we should make the contract, because similar contracts had already been made with many other manufacturers, including Pathe, Vitagraph, Solig, Biograph, Kalem, and Lubin.

In view of the serious doubt in my mind that the contemplated arrangement in Germany would not be carried out,

Mr. Thomas A. Edison- 16.

it occurred to me that it might be possible for us to make an arrangement with Nichols, the European agent for Biograph, Kalem and Lubin films, by which we could also represent those films in Germany in addition to our own. At the present time Nichols has a very poor representation in Germany, and, consequently, little business is done there by him. There is no reason why Biograph, Kalem and Lubin films should not be popular in Germany if properly handled, and I feel that if we could take over those films and have them in our charge, our position would be very much stronger than it now is and at the same time the arrangement would be a profitable one, because we could handle the additional films without materially increasing our expense. However, nothing definite along this line was done, although various plans were discussed. The matter was left in abeyance until the latter part of this month, when Nichols expects to come over. At that time the question can be taken up again and if possible a suitable arrangement made which can be submitted to you for approval. On this point I might say that a similar arrangement was made with Nichols in Russia under which he undertakes to handle our films there, as a result of which we hope to improve our position in that country. In Russia the arrangement is purely informal and can be terminated at any time.

DISPARITY IN FILM SALES

One question I attempted to investigate in both Berlin and London was the great disparity in the sales of certain films. It frequently happens that a picture that is

Mr. Thomas A. Edison- 17.

popular in this country falls flat in England or Germany. On the other hand, we may consider a film to be rather ordinary in character and it may be a great success in those countries. I recall one picture that was actually twice rejected by the Committee and was put out only when Mr. Plimpton earnestly insisted that it should be, and which in both England and Germany met with more than ordinary success. Why is this? I obtained a complete report from our film man in London and am awaiting a similar report from Berlin as to all of our films sold during the past two or three years, explaining as fully as possible the reasons for their success or failure, and with this information before him I hope that Mr. Plimpton will be able to avoid the characteristics that may have counted against our films in Europe and emphasize those points that are desirable, without affecting their general character for the United States.

CONTRACTS WITH COMPOSERS

Some time before sailing Mr. Graf advised me that he had personally made a number of contracts with several of the leading German and Austrian composers, under which he obtained from them for limited periods exclusive talking machine rights in their compositions for all countries, including not only certain enumerated works but in all the musical works of the respective composers published during the period of five years following the dates of the several contracts.

Mr. Graf has advanced on these contracts up to January 10, 1912, the sum of 22,637 Marks (approximately

Mr. Thomas A. Edison- 18.

(§5,659), and the question put up to us was whether or not we wished to assume these contracts and pay Mr. Graf the money he has advanced.

There is no question in my mind but that the contracts were made by Mr. Graf for the benefit of the company, because the contracts provide that the rights therein shall accrue to Mr. Graf's successor; but nevertheless, in view of the fact that the contracts have been made by Mr. Graf without first referring the matter to us, he states that he is quite willing to retain them personally, and he believes they can be made the source of profit. As a matter of fact, from the licenses granted to others to the use of the Opera "Eva", he had up to the time of my visit to Berlin received in royalties about 3500 Marks.

Before considering the contracts in detail, I will refer to those general features that are common to all of them.

The contracts provide that they may be extended for a further period of five years, provided notice of the cancellation of the contract is not given one year before the expiration of the first five-year period. The composers have no option to extend the contract themselves.

The agreement recites that they are to be interpreted according to the German law.

Graf agrees to pay to the composer in each case one-half of the royalty actually received by him, except on records made by Graf or his successor (meaning the Edison Company). On the latter records the composers receive a

Mr. Thomas A. Edison- 19.

royalty of 5% of the net selling price unless a lower royalty or license is fixed by law or established by decisions, and in the latter case the composer receives one-half of such lower royalty instead of 5%.

Each composer receives an advance payment, herein-after referred to under the specific contracts.

In the case of Franz Lehar this advance payment is a yearly guarantee for five years, but with the other contracts there apparently is no such guarantee.

The contracts contain a provision that Graf is not responsible for the collection of royalties, and it is left to him to determine in what manner the royalties shall be collected.

Settlement is to be made half yearly, and the composer has the right to examine the books.

Except in the case of Franz Lehar, the composer agrees to satisfy the claims of authors of the texts and librettos, so that there will be no extra royalties in this respect.

The contracts provide for forfeitures or fines in the event of the composer failing to fulfill his obligations.

Graf agrees to take legal action "as far as possible" to stop infringements.

Each composer agrees to furnish Graf with the material of each musical work during rehearsal and at the latest at least four days before the first performance of the work.

Mr. Thomas A. Edison- 20.

These are the more important provisions of the several contracts, which are quite lengthy.

Specifically, the contracts in the individual cases with the names of the composers are as follows:

Franz Lehar

The contract covers all works not published before October 3, 1911, for a period of five years from that date.

The advance payment to Lehar was 4,000 Crowns (about \$1000), with a corresponding advance each year.

The contract may be terminated by Graf (but not by the composer) by notice in writing "six months before the expiration of each agreement year".

Lehar does not agree to satisfy the claims of authors of texts and librettos.

Heinrich Reinhardt

Contract covers all works published after the expiration of present agreement with the "Amare" (a German Copyright combination), for a period of five years.

Advance payment 2,000 Crowns (approximately \$500).

Richard Fall

All works published from June 15, 1911, for a period of five years, including two specified works, namely: "An Opera in three acts, still without title", by E. Metz, and "der Golbe Karpfen".

Advance payment 1500 Crowns (approximately \$375).

C. M. Ziehrer

All musical works published from June 15, 1911, for a period of five years, including a work entitled "Ball bei Hofe".

Advance payment 2000 Crowns (approximately \$500).

Bela Lasky

"Barbara Fritsche" and all works published from

Mr. Thomas A. Edison- 21.

November 10, 1911, for a period of five years.

Advance payment 250 Crowns (approximately \$62.50).

Bruno Granichstaeden

Contract covers "Kasimir's Himmelfahrt" and all works published from November 1, 1911, for a period of five years.

Advance 1000 Crowns (approximately \$250).

Henry Bereny

Contract covers "Die Blaue Kuppe" and "Die Dame von Maxim" and all works published from June 8, 1911, for a period of five years.

Graf reserves the right to cancel the agreement at the end of each year on six months' notice in writing.

Advance of 2500 Marks (approximately \$650).

Robert Winterberg

The contract covers "Cio-Cio" and all works published from June 15, 1911, for a period of five years.

Graf reserves the right to cancel the agreement at the end of each year on six months' notice in writing.

Advance 500 Marks (approximately \$125).

Contracts have also been made with Bodanski, Dr. Willner and Leo Stein, writers of librettos for Franz Lehár, under which they permit their librettos to be used in the works of Lehár or made use of by Graf under the contract at lump sums of 500 Crowns each, or a total of 1500 Crowns (approximately \$375).

I did not bring these contracts to your attention before leaving because I was not sure that I fully understood them, and I have therefore talked them over with Mr. Graf in Berlin.

Mr. Thomas A. Edison- 22.

The total amount of cash disbursements aggregates \$5,659 already paid by Mr. Graf up to January of this year and about \$4,000 payable during the next five years to Franz Lehar, making a total of about \$9,500. In addition to this there would, of course, be royalties to be paid in case these selections are used.

Having the exclusive rights to the compositions of these composers for a possible period of ten years, we could, if the contracts are taken over, grant licenses to other talking machine manufacturers and could probably make some money out of the proposition. The questions therefore to be considered are:

1. Shall we let Mr. Graf keep the contract and make what he can out of them, charging us, of course, the minimum royalties for such compositions as we may use, together with a small sum as an advance payment to cover the proportion of the advances already made by him?

2. Shall we take over the contracts ourselves, paying Mr. Graf the advances already made by him, and allowing him as our agent in Berlin to make as much profit as possible out of the contracts?

3. Shall we endeavor to sell the contracts to Copyrights, Limited (referred to on page 8 of this report), so that all the subscribers to that corporation may have the benefit of the contracts?

I would like to have your opinion on these questions. Personally, I believe that since the contracts were made by

Mr. Thomas A. Edison- 23.

Mr. Graf with the desire on his part to further our interests, we should either take them over or endeavor to sell them to Copyrights Limited.

DICTATING MACHINES

There seems to be a very good market for Dictating machines in France, Belgium, Germany and Austria, although competition is very keen. The German machines are all cheaper than ours, while the Dictaphone, which is sold for \$100 in London, is sold for \$80 in Berlin. Short-term contracts have been made with dealers in France, Belgium and Austria to handle our Dictating machines on a basis of guaranteed minimum yearly purchases, but none of the guarantees have been made good, although these agents I believe are making every effort to introduce the machines. The arrangements can therefore be cancelled at any time at our option. Possibly, in order to meet competition, particularly in Germany and Austria, it may be necessary to somewhat reduce our selling prices, and I will have this matter looked into and see what can be done. The impression is that ours is the best machine; its reputation is good; it can command a higher price than competing machines. But it is now so much more expensive than other machines that sales are necessarily limited.

STORAGE BATTERY

Regarding the Storage Battery situation, I saw Mr. Bergmann in Baden and found him looking in good health but evidently smarting under the sting of his recent financial

Mr. Thomas A. Edison- 24.

troubles. He had gotten around to the point of view of attributing part of his difficulties to his experiences with the battery, and he stated to me that if the Banks had not had such an unfortunate experience with his Battery Company they would have been more lenient with him. He seemed to me to be like a man grasping at straws, and I believe he is anxious to sell the Battery Company at a substantial loss.

In talking about the contract, he stated that it had been extended by you when you were in Europe. I had never heard of this, but on returning to Berlin I saw the original contract and noted that you had endorsed thereon the following:

"This contract is hereby extended to Nineteen Hundred and Twenty. Thomas Alva Edison. Berlin, September 23, 1911."

I have advised Mr. Miller of this fact so that our copy here may correspond with that in Berlin.

I also had a number of interviews with Mr. Monnot in Berlin, Paris and London, and also an interview with Mr. Lisman in London, but I was particularly careful not to become involved in any controversy between them. Mr. Monnot insisted that Beach had given him the European rights to the Beach car, but aside from this he felt as the exclusive representative of the Edison Battery in Europe, he should also handle the street car end and not have it complicated by anything that Mr. Lisman might do. Monnot argued that Lisman was primarily interested in rehabilitating defunct horse-car and trolley lines, that it would be to his interest only to sell Beach

Mr. Thomas A. Edison- 25.

cars for these lines; that he would probably not be interested in introducing the Beach car on other lines; that he would certainly not introduce the Beach car on lines that compete with his own; and that therefore the introduction of the battery would not be so rapid as it would be in the hands of a syndicate that had to do only with the cars and had no connection whatever with the financing of tramcar systems. Mr. Monnot claimed that he could secure all the capital necessary to introduce the Beach car to as large an extent as possible. In discussing the matter with Mr. Lisman he stated that you did not want Monnot to interest himself in the financing of street cars or the financing of street car systems, but wanted him to devote himself exclusively to the introduction of the battery in all other fields that were opened up. I thought I recognized in this statement a suggestion as coming direct from you, and I therefore advised Monnot that in my judgment, in view of your wishes in the matter and what you had written to Lisman, he should cooperate with Lisman and not oppose him. I understand from Mr. Beach that Monnot and Lisman have now gotten together and will cooperate.

P A R I S

FRENCH RECORDS

I spent only one day in Paris but had often discussed the situation with Mr. Graf, as a result of which I made up my mind that we ought to stop the expense of making any further records in that city intended for the French business. At the present time we are issuing about 10 records per month

Mr. Thomas A. Edison- 26.

at the Paris office, and the sales are practically nothing. This expense should be cut out, and I gave orders that no more records should be made in Paris intended for the French popular list. At the present time we have sufficient masters to enable us to put out French records up to December, so that if you do not agree with me in this, the arrangement can be commenced again. It does seem to me, however, that this expense is unnecessary and that if we want to make records for use in France the masters can be made in London. If the Disc develops and the business can be done in France to a sufficient extent to warrant again starting a recording plant in Paris this can be done.

PARIS OFFICE

At the present time we have no office in Paris but maintain a storehouse at Levallois, the rent of which is \$300 per year, and from this the small amount of business that we do in France is handled; but there are no facilities for handling the film business and, consequently, our film business in France is very small, averaging only about 12,000 feet per week. Some of the other American manufacturers are doing much better in Paris, and both Mr. Graf and Mr. Lehmann felt that if we could have a small office in the city from which our films could be shown there would be a much better opportunity of accomplishing something. Also, an office in the city would enable us to do business more effectively with Gaumont, and Mr. Lehmann tells me that there are still a few retail customers in Paris who could be supplied from that

Mr. Thomas A. Edison- 27.

offices. I therefore authorized him to look around for a small office in Paris where he could locate himself and from which films might be shown, a limit of \$1,000 annually being placed for added expense of rent, etc. Even if no additional business is done, the small added expense of this office will be probably justified by the increase in efficiency in handling the present arrangement with Gaumont.

The above are the principal things I attended to in Europe. A great many minor matters were taken up, such as considering patents that were offered for sale, examining new machines introduced by competitors and examining various propositions in which it was hoped we might become interested. I also saw a great many people, many of whom were your personal friends, and all of whom wished me to extend to you their best wishes.

In addition to accomplishing certain specific things, I think that my European trip was advisable because of its psychological effect. The various employees in London, Berlin and Paris had not been visited for three years by an officer of the company and had gotten to feel that they were out of touch with us here and that we cared very little whether they were successful or not. The depression in the phonograph business had also made them discouraged. I was able to give them encouragement for the future, and I am sure that they will take more interest in their work than they would if I had not gone.

Yours very truly,

Frank L. Dyer
President.

FLD/IWW

*Phone
cabinets*

Mr. Weber:

Referring to storage space, Mr. Edison has agreed to our using such portion of the lower floor of cement cabinet building as Holderness does not require to go on with his experiments, and on taking the matter up with Holderness, I find we can have over one-half of the lower floor by removing and cleaning out such stuff as is now there. It seems to me we are more congested in the cabinet finishing room than anywhere else, and as this room is now largely occupied by Amberola or A-250 size cabinets, for which we will probably have no use for the next six months at least, I think you should arrange to move some of these cabinets over to the building above mentioned at once. Do not let fire risk prevent your making this move as if considered necessary we can insure the cabinets with outside parties.

I noticed the water dripping through from the second floor in some places in the cement cabinet building and, of course, steps should be taken to prevent this. Perhaps it would be necessary to cover the cabinets with oilcloth or tarpaulin.

9/5/12.

C.H.W.

Copies to Messrs. Edison: Dyer.

Hatch

Messrs. Dolbeer: Pelzer: Farrell: Hudson: Durand: Goodwin: Maxwell:
Weber: Hird: Youmans: Ireton: Stevens:

From now on and until further advised Mr. Edison desires to know what complaints are received from the public, customers and all sources, regarding our machines, workmanship and attention to business. As it will be impracticable to send in the original letters containing these complaints for the reason that in most instances they also contain orders or some other matter which necessitate their being kept in their respective departments, you will please have copies made of all complaints of the nature described and send them to Mr. Hird, who will hand them to me at the end of each week and I will see that Mr. Edison gets them.

9/5/12.

Copies to Messrs. Edison: Dyer.

C. A. W.

*File
Jae*

[ATTACHMENT/ENCLOSURE]

Wilson-

Hereafter collect each week all
letters recd from the public, customers,
and all sources, complaints, regarding
our machines, work, and attention to
business - Including all of our
lines of goods, I want these sent
me regularly.

Edwin

TAE me
THOMAS A. EDISON, Incorporated

Meeting of Manufacturing Committee

Held September 6th, 1912

Present: Messrs. Dyer, Wilson, Weber, Hutchison, Redfearn & Hird:

Metal Stand for School Phonograph Outfit.

A sample of Metal Stand for School Phonograph was exhibited showing changes in the design from the original. The new model was approved and an order for 500 was authorized. Order placed with the Toledo Metal Furniture Company, Toledo, Ohio, at \$4.00 each, f.o.b. Toledo - 100 to be delivered at once, balance as required.

Changes in Model "B" Projecting Kinotoscope.

A Model "B" P.K. Mechanism was exhibited showing the following changes made necessary on account of complaints from users.

1st. An oiling system for outside shutter mechanism
2nd. Aperture Plate protected insuring uniform bearing surface for film. 3rd. Film Gate changed to accommodate steel runners which are acted upon by tension springs and pivoted so as to insure equal tension on all parts of film. 4th. Lower Tension Bracket made in two parts, one swiveling on the other so as to insure perfect contact with sprocket. 5th. The substitution of larger Mitre Gears for those now in use. All of these changes were approved.

Typewriter Table for Dictating Machine.

A sample of metal Stand for Dictating Machine was submitted from The Toledo Metal Furniture Company. The Stand having folding sides made of Quartered Oak which when opened out furnish a Book Rest on both sides of the machine. The Roll Top is of metal and when thrown back reveals two shelves for holding Voice Writing Blanks in the rear of the machine.

It was proposed to list this Outfit at \$125.00 and an order for ten cabinets at \$10.00 each f.o.b. Toledo was authorized.

A-80 Mahogany Cabinets.

A sample Cabinet with a Top Grill made in two parts to meet the requirements of the Legal Department was exhibited and approved. An order for 1500 was authorized to be placed with John Semma, N.Y.C. at \$7.50 each net, subject to the approval of the Directors.

THOMAS A. EDISON, Incorporated

Amberola "V" Mahogany Cabinets.

An order for 1500 Mahogany Cabinets was authorized to be placed with John Somma, N.Y.C. at \$9.00 each not subject to the approval of the Directors.

Amberola "VI" Mahogany Cabinets.

An order for 3000 Mahogany Cabinets was authorized to be placed with John Somma, N.Y.C. at \$6.00 each not, subject to the approval of the Directors.

Name for Loud Speaking Phonograph.

The name chosen for the Loud Speaking Phonograph was The Edison Kinetophonograph.

A. M. Hird,
Secretary.

AMH.
A.H.

Mr. Miller -

9/12/12

The foreman of Electropr.
is in Laboratory Pay Roll
and all the men on I&E. Inc
pay roll.

The foreman should be
on I&E Inc. pay roll.
So also should Bliss and
possibly Langley.



[ATTACHMENT/ENCLOSURE]

1 AC 2nd
comp

Sept. 17, 12

Mr. C. H. Wilson:-

This being the closing day of our
pay roll, I have this day removed the following men
from our list.

D. H. Bliss	Chief Engineer
S. G. Langley	Superintendent
J. O. Lyman	Foreman
J. Johnson	Draftsman
J. Zabo	Draftsman
J. Pfaff	Armature Winder
L. K. Simpson	Armature Winder.

Mr. Hutchison notified us to-day
that the experimental work has been completed and that
the above should be carried on the T. A. E. Inc.
pay roll, beginning Sept. 18th 1912.

7 AG

THOMAS A. EDISON,
CHAIRMAN BOARD OF DIRECTORS



FRANK L. DYER,
PRESIDENT

Thomas A. Edison, Inc. Orange, N. J. U.S.A.

Edison Phonographs and Records
Edison Printing Batteries
Edison Kinetoscopes and Motion Picture Films
Edison Dictating Machines
Edison Home Kinetoscopes and
Motion Picture Films

LONDON
PARIS
BERLIN
SYDNEY
BUENOS AIRES

CABLE ADDRESS
"ZYMOTIC, NEW YORK"

MEADOW CROFT
Free
H.W.

November 9, 1912.

Mr. Thomas A. Edison,
Orange, N. J.

Dear Mr. Edison:

I respectfully request that you will permit me to retire from my present position, the resignation to take effect December 1, 1912, or at an earlier date if you wish it.

The coming on of the Disco Phonograph I hope will mark a period of great prosperity for you, and I think it better that my successor should take charge of the business at the start rather than later on.

My reasons for resigning are the following:

1. My present position is quite untenable. Many subordinates are reporting directly to you, and I have reason to believe that in a number of cases you have indicated to them that you have lost confidence in my ability or capacity. Rumors of this sort naturally spread very rapidly and destroy all possible authority. I cannot remain in a position where I might be held responsible for conditions over which I have no control.

Mr. Thomas A. Edison- 2.

2. My present place of anxiety is intolerable. In addition to the worries incidental to a business of this size, both in a commercial and legal sense, there are the additional worries of trying to please you and of trying to carry your ideas into effect. Furthermore, and by no means least, there are the worries and anxieties due to disorganization resulting from gossip and rumors of all sorts, which are gradually undermining the entire organization and reducing the efficiency of the force.

So far as my present affairs are concerned, I have accepted the situation in a spirit of entire philosophy. I have certainly labored to the very best of my ability during the past four and a half years to carry on your business, and I have a feeling of satisfaction in knowing that I have been conscientious and have worked to the utmost of my capacity.

In my recent talk with you, you criticised me quite severely, but I do not think that your criticisms were fair or just. I believe that you do not appreciate the amount of work I have done and what I have accomplished. There have been satisfactory developments in moving pictures, primary batteries, business phonographs and numbering machines. These lines have all progressed since I took charge and are still progressing. The Motion Picture Patents Company is a very profitable enterprise, which was built up and held together almost entirely by my individual

Mr. Thomas A. Edison- 3.

efforts; the General Film Company is also a profitable venture, and I believe will continue so for many years; the contracts I have made for you and the negotiations I have conducted for you have certainly been profitable. I do not believe that any man, no matter how able, could have prevented the decline of the phonograph business; that business has declined solely because we have been trying to sell goods for which the market is disappearing. This situation was recognized by me within a few months after I took charge here; I hired a man on my own responsibility to experiment on the Disc machine in a room in New York where no one would know about it, and when those experiments were finished they were brought to your attention by making the demonstration behind a curtain. The present Blue Amberol record, which I hope may revive in a measure the interest in the cylinder product, was adopted only after persistent efforts of Mr. Wilson and myself for more than two years to have you do so. I believe that if the Blue Amberol record had been taken up more promptly the decline in the business might have been arrested.

In conclusion, I have several suggestions or recommendations to make:

1. Up to October 31, 1912, I am entitled to receive \$9,997.00, as per statement from Harry F. Miller. My share in the reserve fund is \$7,000.00, making a total of \$16,997.00. I owe the various concerns here \$7,951.81, which leaves a balance due me of \$9,045.19. I will be

Mr. Thomas A. Edison- 4.

much obliged if you will let me have a check for this amount.

2. I presume you will wish me to remain until my successor shall have become familiar with the duties of my position. This I will be very glad to do, and at all times in the future I will be only too glad to be of any help to you that I can.

3. With the closing up of the foreign offices as you anticipate and the bringing of Mr. Cromelin over here, I recommend that he take my place as President of the Motion Picture Patents Company. It is most important that a man should be selected in whom the manufacturers shall have confidence. I think Mr. Cromelin would be a good man for this position. And I suggest also that he be placed in charge of your moving picture interests, as he is very much taken up with that branch of the business.

4. I recommend that Mr. Pelzer take my place as your representative on the Board of Directors of the General Film Company. He is thoroughly familiar with the business, is honest, and would look out for your interests. He is popular with the other members of the Board, and I know that there is a strong feeling among the Directors to keep the Board composed as far as possible of the men in whom they have confidence and know personally.

5. I have been billed with the cost of the taxicab used by me, and I think this charge should be can-

Mr. Thomas A. Edison- 5.

celled. It amounts to \$2875.73. Most of the heads of departments are supplied at the present time with electric machines, and I think it only fair that I should have had the use of a machine myself. Of course, in the case of my gasoline car I have always stood the expense of running it.

Finally, in severing my relations with you permit me to say that I have regarded the opportunity of being associated with you so long as a very great privilege, and I shall always entertain for you the strongest feelings of admiration and personal affection.

Yours very truly,

FLD/INT

Frank L. Rice

Nov. 18, 1912

TAE, Sec. - Org.

(The following is an official statement of the facts concerning the recent resignation of Mr. Frank L. Dyer from the Presidency of Thomas A. Edison, Incorporated, and other Edison interests at Orange, New Jersey.)

Mr. Dyer, besides having the executive management of many of Mr. Edison's Companies, had other interests which demanded part of his time. These interests have grown so extensive of late that he has felt for some time that he was unable to do full justice to the multitudinous duties which his various connections involved, and, as a duty to himself, to Mr. Edison, and to the enterprises with which he was connected, decided that he must curtail his numerous responsibilities.

After reflection he came to the conclusion that he would withdraw from his service ^{with} ~~to~~ the Edison Companies and, therefore, tendered his resignation to Mr. Edison, who accepted it with regret. Mr. Edison has concluded to assume the ~~Presidency~~ ^{caused} by Mr. Dyer's resignation.

The details of the business of the Edison Company at Orange have been in the hands of Mr. C. H. Wilson as General Manager for a number of years, and he will retain his position and in addition has been made Vice-President of the Company. Mr. Edison takes the Presidency in order that he may direct the policy of the Company in addition to the technical details which he has always had charge of. No other changes in officials or personnel of the Company will be made.

OK *WAG*

WAG

WAG

Nov 18th 1912

THE doc
file
Mr. Edison: Shall I file this? Will be returning Dec 26/12

KEY TO OFFICE ORGANIZATION CHART

Mr. Mendonça

All business of the company shall be conducted in harmony with the organization outlined herein and through the channels indicated.

PRESIDENT: MR. EDISON.

Will dictate the policies of the company and determine by the reports hereinafter provided whether the acts of subordinate officers, department heads and department committees are intelligently in accord with such policies.

Will pass upon all contracts except those executed on approved forms in the regular course of business.

Will, as far as possible, determine in advance the company's policies for each fiscal year, in order that subordinate officers, and department heads may plan their work with adequate fore thought and proper attention to detail.

Will veto or suspend for further consideration by the Executive Committee any action proposed by any subordinate officer, department head or department committee whenever he considers such proposed action improvident or ill advised.

Is a member of the Executive Committee.

BOARD OF DIRECTORS: AS AT PRESENT CONSTITUTED.

Will perform its legal duties.

EXECUTIVE COMMITTEE
MR. EDISON, MR. WILSON & MR. MAXWELL.

Will engross the general policies of the company as determined by the President or by the Committee.

Will assist the President in his consideration of the reports received from subordinate officers, committees or department heads.

Will assist the President in his consideration of matters of policy.

Will consider and act upon such proper matters as its members bring before it.

May refer to department committees such matters as it desires to have considered and reported upon by those committees.

VICE PRESIDENT AND GENERAL MANAGER: MR. WILSON

Is the immediate superior of the 2nd Vice President, Treasurer, Secretary, Legal Department, General Auditor and Statistical Department.

Shall receive copies of all periodical reports and the minutes of all committee meetings.

To him shall be referred all matters wherein the policy of the company is not clear to the aforesaid officers and departments; and all questions of such import that said officers and departments are unwilling to assume the responsibility of deciding them.

Will enforce the observance of the policies of the company by all subordinate officers, departments and department heads acting as far as possible through the proper subordinate officers.

Will promulgate the decisions of the President and Executive Committee:

Will decide all matters referred to him wherein the policy of the company is clear to him.

May invoke the decision of the President or Executive Committee on any subject he desires to present.

May call on any department committee for consideration of and a report upon any subject.

Will perform the legal duties of his position.

Is the general supervisor of the Purchasing Department, Requisition Department, Traffic Department, Shipping Department, Picture Committee, Record Committee and Office Manager.

Will render to the President such reports as the latter shall require from him.

Mr. Hird shall be the direct assistant of the Vice President and General Manager in respect of machine production and matters pertaining thereto; Mr. Mehr shall act in a similar capacity in respect of Phonograph record production.

Is a member of the Executive Committee.

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DEPARTMENT COMMITTEES: AS FOLLOW:

Amusement Phonograph; Home Kinetoscope; Professional Kinetoscope; Kinetophone; Dictating Machine; Electrical Department; Educational Department; Primary Battery; Bates Numbering Machine.

Each committee to consist of the 2nd Vice President, the department Sales Manager, the Advertising Manager, Foreign Department Manager, the production clerk and the laboratory engineer. The President and Vice President and General Manager are ex-officio members of each committee. The Assistant Sales Manager of the Amusement Phonograph Department is a member of that department committee.

The purpose of these committees is as follows: 1ST. To consider all complaints and take concerted action for their correction. 2ND. To formulate sales plans and insure concerted action in the execution thereof. 3RD. To insure concerted and harmonious action on the part of Sales, Advertising, Production and Engineering Departments. 4TH. To define and make an official record of the respective obligations and undertakings of each. 5TH. To reduce to the minimum the time occupied in necessary interdepartmental negotiations.

Each of the aforesaid committees will hold regular meetings at as frequent intervals as shall be necessary to accomplish the purpose above set forth.

The President, the Executive Committee, the Vice President and General Manager or the 2nd Vice President may require special meetings of any of the aforesaid committees.

The minutes of all committee meetings shall be prepared in the following manner: 1ST. There shall be presented in brief and concise form the decisions reached or action recommended and the names of those assenting thereto. 2ND. The dissenting opinion, if any, shall appear in like form with the names of those dissenting. 3RD. An explicit but brief account of the entire proceedings of the meeting shall be next attached, together with any data considered essential to a proper consideration of the subject by the President, the Executive Committee and the Vice President and General Manager. Copies of the minutes of each meeting shall be promptly transmitted to the President, the Vice President and General Manager and to each member of the committee.

Where the decision of a committee is on a debated question of policy, the expenditure of money not expressly provided for, or whenever a dissenting minority so demands, such decision shall take the form of a recommendation and, unless previously approved, no such recommendation shall go into effect for three days following the delivery to the President and Vice President and General Manager of the minutes containing it.

Where immediate action upon such a recommendation is necessary, the 2nd Vice President will confer with the 1st Vice President and General Manager.

Any committee member may invite the attendance at a committee meeting of any official or employee whose attendance he considers desirable, and the committee may excuse production men or engineers from any meeting at which their presence is not required.

::::::::::::

2ND VICE PRESIDENT -- MR. MAXWELL

Is the immediate superior of the Advertising Manager and the Sales Managers of the various departments.

Is the direct assistant of the Vice President and General Manager in all matters of policy, sales and administration.

Shall receive copies of all periodical reports made by the aforesaid persons for the consideration of the President, Executive Committee and Vice President and General Manager.

To him shall be referred all matters wherein the policy of the company is not clear to the aforesaid persons and all questions of such import that they are unwilling to assume the responsibility of deciding the same.

Will decide all sales questions submitted, if the policy of the company is clear to him, but where it is not, will, and in all other cases may, invoke the decision of the Vice President and General Manager or the Executive Committee.

Will pass upon all general letters before they are turned over to the Advertising Department.

Shall be consulted in regard to the appointment of Jobbers.

Shall be consulted concerning the selection of traveling men.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

Shall make suggestions and give directions for the promotion of sales in harmony with the policy of the company.

Is a member of the Executive Committee and all department Committees.

::::::::::::

TREASURER - - - MR. BERGGREN.

Is general supervisor of Cashier's Department, Pay Roll

Department, Credit Department, Bills Receivable, Bills Payable and Insurance.

Will decide all questions arising in respect of any of the foregoing departments or subjects if the policy of the company is clear to him, but where it is not, will, and in other cases may, invoke the decision of the Vice President and General Manager.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

Will perform the legal duties of his position.

::::::::::

SECRETARY - - - MR. BERGGREN.

Will prepare and act as custodian of the minutes of directors' meetings. Will act as custodian of the company's records, files, stationery and supplies. Will supervise the incoming and outgoing mail, telegrams and telephone service.

Will decide all questions arising in respect of any of the foregoing subjects, if the policy of the company is clear to him, but where it is not, will and in other cases may, invoke the decision of the Vice President and General Manager.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

Will perform the legal duties of his position.

::::::::::

GENERAL AUDITOR: MR. ECKERT

Will act as general supervisor of auditing and inventory, and of the bookkeeping, costs and billing departments.

Will decide all questions arising in respect of the foregoing departments or subjects, if the policy of the company is clear to him, but where it is not, will, and in other cases may, consult the Secretary and Treasurer or invoke the decision of the Vice President and General Manager.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

LEGAL DEPARTMENT: MR. HOLDEN, GENERAL COUNSEL.

Will attend to all patent matters. Price cutting cases, the drawing of contracts and agreements and all other legal matters.

Shall be consulted concerning all matters of the above character, and no contracts shall be entered into unless the form of contract has been approved by the Legal Department.

Will decide all legal questions if the policy of the company is clear to him, but where it is not, will, and in other cases may, invoke the decision of the Vice President and General Manager.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

Will report direct to the President in respect of pending patents, patent infringements and patent litigation.

STATISTICAL DEPARTMENT: MR. PROST

In charge of Statistics, Charts and Accident Insurance.

Will render to the President and Vice President and General Manager such reports as shall be required of him.

PURCHASING DEPARTMENT: MR. LEEMING

Under the direct supervision of the Vice President and General Manager.

Will purchase all supplies and materials, return rejected material and dispose of scrap.

REQUISITION DEPARTMENT: MR. YOUMANS

Under the direct supervision of the Vice President and General Manager.

Will make out all shipping orders on factory, prepare all records of shipments, when and where made, reports of orders received, shipments made, etc.

TRAFFIC DEPARTMENT: MR. ROGERS

Under the direct supervision of the Vice President and General Manager.

Will determine freight rates, classifications and routing; handle claims; and accelerate transportation service.

SHIPPING DEPARTMENT: MR. RILEY.

Under the direct supervision of the Vice President and General Manager.

Will be in charge of all shipments and will work under approved instructions of Traffic and Requisition Departments.

PICTURE COMMITTEE

Under the direct supervision of the Vice President and General Manager.

Will pass on new picturees for Professional and Home Kinetoscopes; advise and co-operate with the Negative Studio.

RECORD COMMITTEE

Under the direct supervision of the Vice President and General Manager.

Will pass on new records except as to technical portion which will be attended to by the President until he is satisfied that it is properly organized, make up new lists subject to the policies of the President; advise and co-operate with the Recording Department.

Will prepare comprehensive minutes of all meetings, copies of which shall be sent to the President, Vice President and General Manager, 2nd Vice President, Advertising Manager, Phonograph Sales Manager and head of Educational Department.

OFFICE MANAGER: MR. BERGGREN

Under the direct supervision of the Vice President and General Manager.

Will superintend the distribution of office supplies, furniture and fixtures. Will control the arrangement of offices.

Will employ or shall be consulted concerning the employment of all office help.

Shall be custodian of all applications for employment and all data concerning employees who are considered worthy of promotion. These files shall be consulted by any officer or department head who requires the service of any character of employee.

Will supervise office help.

Will, as far as possible, centralize the clerical and transcribing work with a view to accomplishing the work of all departments with economy and despatch.

Will be responsible for the prompt and accurate transcribing of correspondence.

ADVERTISING DEPARTMENT: MR. L. C. MOCHESENEY, MGR.

Is the general supervisor of all advertising.

Will decide all advertising questions if the policy of the company is clear to him, but where it is not, will, and in other cases may, invoke the decision of the 2nd Vice President.

Will render to the President, Vice President and General Manager and 2nd Vice President such reports as shall be required of him.

Is a member of all department committees.

SALES MANAGERS

Foreign Department
Amusement Phonograph
Dictating Machine
Educational Dept.
Kinetograph Dept.
Kinetophone Dept.
Primary Battery
Bates Numbering Machine
Electrical Department

Mr. Stevens
Mr. Dolbeer
Mr. Durand
Mr. Ives
Mr. Pelzer
Mr. Pelzer
Mr. Hudson
Mr. Burnham
Mr. Durand.

EACH SALES MANAGER AND THE ASSISTANT
SALES MANAGER OF THE AMUSEMENT PHONOGRAPH DEPT.

Will decide all sales questions arising in his department if the policy is clear to him, but where it is not, will, and in other cases may, invoke the decision of the 2nd Vice President.

Will render to the President, Vice President and General Manager and 2nd Vice President all reports required of him.

Will be the executive officer of his department and responsible for the conduct of department affairs by himself, his subordinates and traveling force.

Will, in addition to such other reports as may be required of him, prepare a monthly report in a manner to be specified for the information of the President, Vice President and General Manager and 2nd Vice President.

Will approve contracts with Jobbers and Dealers (aside from credit) and all Jobbers or Dealers who address other officials of the company in respect of contracts, matters of policy, etc., shall be referred to the proper sales manager, it being intended that the sales manager shall act as the sales executive of his department, and that

the policies of the company and such decisions as may be made by superior officers are to be put into effect by him.

Each sales manager shall have an assistant of sufficient ability and training to effectively carry on the work of the department in the sales manager's absence.

Is a member of his department committee.

The Manager of the Foreign Department is a member of all department committees.

The Phonograph Sales Manager shall in addition to the foregoing act as a Special Representative for the Amusement Phonograph Department and Educational Department, with the following duties.

Will be in charge of all exhibitions.

Will supervise in the field the work of all Phonograph salesmen, whether in our employ or in the employ of others.

Will visit Phonograph Jobbers at frequent intervals.

Will render to the President, Vice President and General Manager and 2nd Vice President such reports as shall be required of him.

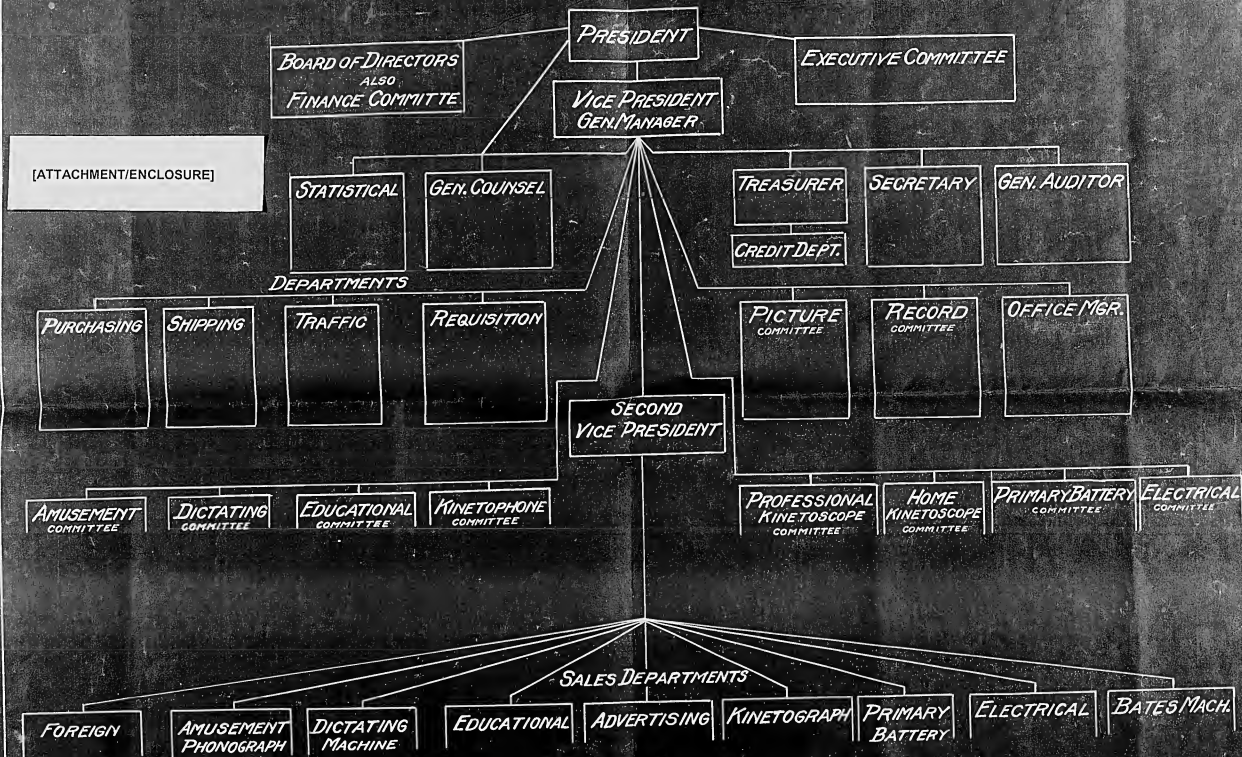
Will supervise sales promotion work in the field for the Phonograph and Educational Departments and is charged with the duty of obtaining co-operation from Jobbers, Dealers and Salesmen.

In the absence of the Sales Manager of the Phonograph Department, the Assistant Sales Manager shall have full power and responsibility to act in his stead, and in matters wherein he has initiated action during the absence of the Sales Manager, shall continue responsible therefor although he may consult with the Sales Manager.

The foregoing is effective immediately.

C. H. WILSON.

December 16, 1912.



TA 5 Inc

Mr. Lewis

W. J.

Messrs. Burnham, Dolbeer, Durand, Hudson, Ives, McChesney, Maxwell, Felsner and Stevens, Hutchison, Gall Farrell, Green, Baldwin, Ireton, Langley, Hird and Nehr.

Please take notice that regular meetings of the various department committees are hereby fixed as follow:

BATES MACHINE: Commencing January, 1913, the third Friday in every month at 2:00 P. M.

AMUSEMENT PHONOGRAPH: Commencing December 20, 1912, every Friday at 10:00 A. M.

DICTATING MACHINE: Commencing December 24, 1912, every other Tuesday at 2:00 P. M.

ELECTRICAL DEPARTMENT: Commencing January 10, 1913, every other Friday at 3:00 P. M.

PRIMARY BATTERY: Commencing January, 1913, second Friday in every month at 2:00 P. M.

EDUCATIONAL DEPARTMENT: Commencing December 24, 1912 every other Tuesday at 3:00 P. M.

PROFESSIONAL KINETOSCOPE: Commencing January 14, 1913 every other Tuesday at 2:00 P. M.

HOME KINETOSCOPE: Commencing December 24, 1912, every Tuesday at 10:00 A. M.

KINETOPHONE: Commencing December 20, 1912, every other Friday at 11:00 A. M.

As no further notice of regular meetings is contemplated, it is expected that each committee member will carry a tickler on the committees to which he belongs, and present himself promptly at the hours and on the dates specified herein.

Engagements in conflict with committee meetings should be avoided as far as possible and visitors should not be permitted to interfere with attendance upon any committee meeting. Non-attendance upon committee meetings by committee members will be viewed as neglect of duty.

All committee meetings will be held in the Executive Committee Room at the General office in Orange, N. J.

The 2nd Vice President will act as chairman of every committee and dictate the minutes of each meeting to a dictating machine while the committee is in session. He will cause copies of the minutes of every committee meeting to be sent to each member of such committee and to the President and Vice President and General Manager.

In the absence of the 2nd Vice President, a chairman shall be chosen from and by the members present, whose duties in respect of the meeting over which he presides shall be as above set forth.

Committee meetings shall be conducted in accordance with such rules of procedure as the 2nd Vice President considers necessary to the prompt and orderly transaction of committee business.

Any member desiring a special meeting of a committee of which he is a member should communicate such fact to the 2nd Vice President. Regular meetings may, where necessary, be continued beyond the allotted time of such meeting by temporary adjournment to any hour not in conflict with other committee meetings.

The Roll of each committee in addition to the President

and the Vice President and General Manager, who are ex-officio members of every committee, and the 2nd Vice President, Advertising Manager, and Foreign Manager, who are regular members of every committee^{is} as follows:

BATHS MACHINE: Mr. Burnham - and Production Man.

AMUSEMENT PHONOGRAPH: Messrs. Delbeer, Ireton, Hird and Mehr.

DICTATING MACHINE: Mr. Durand - and Production Man.

ELECTRICAL DEPARTMENT: Messrs. Durand, Langley, Hutchison and Production Man.

PRIMARY BATTERY: Mr. Hudson.

EDUCATIONAL DEPARTMENT: Messrs. Ives, Dolbeer, Ireton, Pelzer and Farrell.

PROFESSIONAL KINETOSCOPE: Messrs. Pelzer, Green and Gall.

HOME KINETOSCOPE: Messrs. Pelzer, Farrell, Baldwin and Gall.

KINETOPHONE: Messrs. Pelzer, Green, Farrell and Hutchison.

Any committee member may invite the attendance at a committee meeting of any official or employee whose presence he considers desirable.

As stated in Key to Organization Chart, production men and engineers who are members of a committee may be excused from any meeting at which no matters concerning them are to be discussed.

In the unavoidable absence of a department Sales

Manager, his assistant shall act in his place.

The minutes of committee meetings shall be transcribed in single space with two spaces between paragraphs on paper of size suitable to be bound in a minutes book binder. Each member shall preserve in readily accessible form the minutes of all meetings of which he is a member. Each department Sales Manager shall promptly impart to his subordinates any committee action with which such subordinates are concerned.

As to the jurisdiction and authority of department committees and the procedure where disagreement arises, see Key to Organization Chart.

C. H. Wilson

Copy to Mr. Edison.

ACM

Dec. 17, 1912.

Messrs. Laushway, Hird, Youmans, Felzer, ~~Hudson~~, Durand,
Dolbeer:

In view of the decision by Mr. Edison to eventually close our European offices so far as the Amusement Phonograph business is concerned and to handle the Home P. K. and Dictating Machine business under somewhat different arrangements than heretofore, all of which has been placed under the control of Mr. Stevens to follow up and carry out, it is imperative and necessary that all orders and communications emanating from the European offices be referred hereafter to Mr. Stevens, and he will put them through after conferring with the different department managers in the proper manner.

The Mailing Department will therefore hereafter send All European orders and correspondence to Mr. Stevens for his information and attention.

Copy of the instructions issued by Mr. Edison concerning the department in which you are specially interested and the method of handling the same will be sent you for your information.

CHW/IWW

C. H. Wilson.

(Copies to Messrs. Edison, Bokert, Berggren, Stevens)

E. P. Works

Mr. Edison

December 23, 1912.

TO ALL WORKS FOREMEN:

In view of Mr. Weber's resignation, to take effect December 28th, Mr. Waterman will until further advised act as Supervisor of all departments of the Edison Phonograph Works, with the exception of the following departments:

- Shipping Dept.
- Box Making
- Cabinet Making
- Cabinet Finishing
- Phonograph Testing
- Packing
- Home Film
- Professional Film
- Electrical
- Kinetophone Testing
- Phonograph Final Inspection

These departments will be under the supervision of their respective foremen, who are to co-operate & consult with Mr. Waterman where the work done in their departments is essential to the final completion of machines or work which comes under Mr. Waterman's supervision.

Also, until further advised, Mr. H. T. Leeming will act as Direct Assistant to the General Manager on all factory matters, thereby assuming such factory work as has heretofore been handled by the General Manager. All details concerning the factory should therefore be taken up by Mr. Waterman or the different department supervisors above mentioned with Mr. Leeming, who, if unable to decide on them himself, will take the matter up with the General Manager.

These instructions do not prevent Mr. Waterman or any of the department supervisors from coming direct to the General Manager where they consider it necessary or imperative in order to obtain quickest and best results; it does mean, however, that Mr. Leeming is to have charge of the detail work.

Until further advised, Mr. Leeming will, in addition to the above mentioned work, also continue as Purchasing Agent, with Mr. Cheshire as his First Assistant, by whom all routine work and regular Purchasing Department details will be handled.

Mr. Hird, who has heretofore acted as assistant to the General Manager on factory matters, will devote his entire time to the Phonograph Department, and will have full charge of and be responsible for the laying out and following up of work pertaining to this department.

C. H. Wilson,
Vice-Pres. & Gen'l Mgr.

THOMAS A. EDISON, Incorporated

Mr. Edison

749

Minutes of a Special Meeting
called by Mr. Wilson
To Discuss Ways and Means for
Handling Phonograph Dept.
Requisitions, Reports, Etc.,
Held December 26th at 10:00 A. M.
In the Executive Committee Room,
and attended by

Messrs. Leeming, Ekert, Youmans, Hird, Pelzer, Berggron, Wetzel,
Ireton, Dolbeer, McChesney, Stevens, Durand, Wilson and
Maxwell.

After discussion it was decided to split up
the Requisition department as at present constituted and hereafter
have all requisitions handled by the respective departments as fol-
lows:

Phonograph department requisitions to be han-
dled under the jurisdiction of Mr. Hird; and requisitions for the
Kinetograph, Dictating Machine, Electrical, Primary Battery, Adver-
tising Department and Foreign Department to be handled under the
jurisdiction of the respective sales managers of such departments -
each sales manager to appoint a competent and proper person to be in
immediate charge of such work in his department. The Phonograph
Works and Batoo Machine requisitions are to be handled by Mr.
Youmans.

In order to facilitate the prompt handling of
the requisitions of the various departments, it was decided that
each department's requisitions shall be of a distinctive color and
have a serial letter - prefixing the number of the requisition; the
serial numbers of each department starting with No. 1. Some changes
in the text and arrangement of the requisition form are considered
necessary. This and the selection of colors, etc. will be taken up
by Mr. Berggron with the various department managers and decided
upon by them. As soon as possible new forms will be ordered. Until
they are received we will continue with the present forms.

The Foreign department will be supplied with
requisition blanks by the various departments and will make out its
requisitions on the proper colored blank, according to the merchan-
dise requisitioned. The Foreign department will stamp upon each
copy of every requisition the words "FOREIGN DEPARTMENT" and such
instructions as are necessary in regard to marks, cubic contents,
weights, etc.

There occurred an extended discussion of the
weekly stock report forms now in use. A sub-committee was appointed,
consisting of Messrs. Wetzel, Hird, Leeming and Ekert, for the pur-
pose of revising these forms. They will also submit to Mr. Wilson
a list of the persons who, in their judgment, should receive the
various report forms. It is intended that the number be somewhat
reduced.

THOMAS A. EDISON, Incorporated

-2-

There occurred a discussion of how repair shop orders are to be handled. It was decided that each department will handle its own repair orders and issue the shop orders therefor. Each department shall obtain a blanket shop order and individual repair shop orders shall be issued thereunder.

C. H. Wilson.

Vice President & General Manager.

Copies to those in attendance
and to Mr. Edison.

Edison General File Series
1912. Thomas A. Edison, Inc. - Accounts (E-12-81)

This folder contains documents relating to the financial affairs of Thomas A. Edison, Inc. Among the documents for 1912 is a comparative statement of earnings and expenses for the periods March-August 1911 and March-August 1912. Also included is a copy of the accounting codes assigned to the various departments, as revised in June 1912. The faint purple ink may be difficult to read.

All of the documents have been selected.

THOMAS A. EDISON, INCORPORATED

Statement of Earnings & Expenses
for six months ending 31st August 1911-12

Based on an estimated gross profit determined by using the percentage of gross profit realized for the fiscal year 1911.

SALES	1911	1912	1911	1912
Dictating Machines	2,437	143,283.72	2,825	141,751.05
" " Shaving	2,488	15,706.70	799	20,234.63
" " Blanks	134,097	19,239.98	129,607	15,975.77
Dictation Records	816	5,220.70	2,975	15,941.18
Gramophone Records	3,311	37,481.30	5,711	67,672.19
Wireless	5,037	70,884.54	9,443	183,600.74
Standard	1,185	5,555.95	1,989	67,607.73
Nonpareil	1,898	40,382.00	1,197	19,002.00
K. & E. & Triumph Phonos.	1,16	53,768.00	- 20	1,085.00
Amberola Phonographs	2701,566	464,480.30	3841,217	584,761.84
Opera Slot	69,697	7,754.58	53,473	132,566.11
Medical Records	397,000.07	1,020.88	297,649.21	1,588.73
B. & N. M. S.	1,020.88	1,020.88	1,588.73	1,588.73
Electric Supplies	5541,2887	515,997.66	4768,8607	460,038.61
Gas Engine Spark Coils	481	322.00	-	-
Profiting Kinetoscopes	1	2,415.10	-	-
Disc Phonographs	189,9207	24,489.41	-	-
Gramophone Records	1,214	3,661.80	-	-
Home Model Negative Film	1,109.00	1,109.00	-	-
" " " " " " " " " " " "	1,197.22	1,197.22	-	-
" " " " " " " " " " " "			-	-
Rectifiers				
TOTAL SALES	\$4,976,609.47	\$2,177,192.22		

GROSS PROFITS

Dictating Machines	36,243.10
" " Shaving	5,431.67
" " Blanks	6,235.63
Dictation Records	1,124.99
Gramophone Records	1,124.99
Wireless	30,176.49
Standard	9,269.64
Nonpareil	11,989.03
K. & E. & Triumph Phonos.	23,174.22
Amberola Phonographs	175,524.19
Opera Slot	2,449.16
Medical Records	35,680.52
B. & N. M. S.	128,138.32
Electric Supplies	386.35
Batteries	164,679.16
Gas Engine Spark Coils	384,699.97
Profiting Kinetoscopes	1,460.59
Disc Phonographs	7,801.28
Gramophone Records	22,507.79
Home Model Negative Film	- 446.65
" " " " " " " " " " " "	484.61
" " " " " " " " " " " "	375.50
Rectifiers	713,273.19

Total Expenses per attached sheet	504,925.86
Film & P. M. Royalty	3,800.33
Wireless	654.09
Battery Royalty	504,978.53
ESTIMATED NET PROFITS	\$268,293.66

Dictating Machines	36,243.10
" " Shaving	5,431.67
" " Blanks	6,235.63
Dictation Records	1,124.99
Gramophone Records	1,124.99
Wireless	30,176.49
Standard	9,269.64
Nonpareil	11,989.03
K. & E. & Triumph Phonos.	23,174.22
Amberola Phonographs	175,524.19
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" " " " " " " " " " " "	484.61
" " " " " " " " " " " "	375.50
Rectifiers	713,273.19

ESTIMATED NET PROFITS

THOMAS A. EDISON, INCORPORATED

Statement of Expenses
six months ending 31st August 1912 - 1911

	1912	1911
Officials		
100 Heads of Selling & Executive Depts.	10,659.32	12,276.16
101 Factory Supervision	36,572.08	23,544.70
102 Office Boys & Messengers	20,842.20	42,504.93
103 Stenographers & Transmitters	2,082.70	1,880.75
104 Janitors & Porters	12,498.04	3,660.19
105 Laborers	6,448.16	7,580.74
106 Watchmen & Gatemen	13,959.13	7,538.76
107 Printing & Stationery	109,852.05	123,774.88
108 Books & Periodicals	11,242.81	12,474.20
109 Office Supplies	997.85	665.97
110 Office Supplies	6,531.26	3,215.16
111 Motor Durables	1,402.32	1,578.09
112 Motor Durables	61,656.14	52,608.41
113 Lubricants & Waste	6,935.65	7,054.39
114 Travelling Expenses	3,682.29	3,565.17
115 Attending Conventions Exhibitions &c.	3,526.88	3,245.81
116 Intercommunication	5,227.46	5,376.34
117 Postage	3,065.61	2,984.89
118 Freight & Express	3,844.01	3,007.64
119 Stable & Garage	1,616.27	1,130.02
120 Garage & Automobile Service	13,650.88	7,668.98
121 Donations & Gratuities	6,176.47	5,894.81
122 Interest & Discount	5,118.49	5,171.25
123 Insurance	6,497.30	5,477.32
124 Rent	4,507.17	333.91
125 Taxes & Inventories & Extra Labor	4,507.17	333.91
126 Sinking Fund Expense	112.11	664.69
127 General Film & Motion Picture Patents Cos.	5,377.28	4,392.45
128 Travel Expenses	568.39	4,703.89
129 New York Office Maintenance	458.00	185.99
130 Affiliated Companies	57.92	393.12
131 Miscellaneous	18,110.57	20,385.55
132 Experimental Drawings	3,531.51	3,049.52
133 Miscellaneous Expenses not classified		
134 TOTAL	\$465,681.12	\$470,453.08

MAINTENANCE OF PLANT

150 Repairs to Buildings	880.27
151 " " Roadways & Grounds	128.62
152 " " Railroad Tracks	47.34
153 " " Steam Gas & Air Pipes in Buildings	1,579.57
154 " " Elevators & Conveyors	8,162.06
155 " " Furniture & Fixtures	1,083.45
156 " " Shafting, Belting & Pulleys	460.20
157 Minor Replacement & Repairs of Machinery	1,885.87
158 Repairs to Furnaces	812.11
159 TOTAL	\$15,333.19

LIGHT, HEAT & POWER

170 Repairs to Power Plant Equipment	
171 " " Steam Mainframes P.P. to Bldgs.	105.19
172 Engineers & Foremen &c.	527.10
173 Insurance for Power Plant	
174 Incidental Expenses for Power Plant	2,586.42
175 Fuel Oil	1,332.14
176 Water Supply	197.74
177 Elec. Current Gas & Steam Purchd & Transfd.	15,910.72
178 TOTAL	\$20,482.45

G R A N D T O T A L

\$612,650.57

(Revised--June 12th, 1912)

PRODUCTIVE

- 1 Bates Numbering Machine
- 2 Cabinet Finishing
- 3 " Making
- 4 " Trimming
- 5 Sapphire
- 6 Speaker Assembling
- 7 " Parts
- 8 Japan Cleaning
- 9 Phonograph Assembling
- 10 " Packing
- 11 " Testing
- 12 Wax Making
- 13 Musical Record Moulding
- 14 Disc Record Making
- 15 Master Mould Making
- 16 P. K. Assembling
- 17 Positive Film Plant
- 18 Record Inspection & Finish
- 19 Drill Press
- 20 Gear Cutting
- 21 Grinding
- 22 Japanning
- 23 Jobbing
- 24 Lath

- 100 BLANK SHAVING
- 101 DISE WAX SUB-MASTER MAKING
- 102 CHURCH " " "
- 25 Nickel Buffing
- 26 " Plating
- 27 Polishing & Buffing
- 28 Punch Press
- 29 Screw Machine
- 30 Battery Plant
- 31 Blacksmith
- 32 Box Making
- 33 Battery & Kineto. Packing
- 34 Record & Phonograph Access.
- 35 Home Model Positive Film
- 36 Phonograph Blocking & Final
- 37 " Equipment Dept.
- 38 Sheet Metal Working
- 39 Cement-Cabinet
- 40 Copper Plating & Dipping
- 41 Electric Motor
- 42 Diamond Grinding
- 43 Home Kineto. Testing
- 44 Blue Amberol Reco.
- 45 Kinetophone Film
- 46 P.K. Screen Dept.
- 47 Recording Dept.

NON-PRODUCTIVE, FACTORY ADMINISTRATIVE

- 37 Pay Roll Department
- 38 Advertising & Printed Forms
- 39 Draughting & Listing
- 40 Painting
- 41 Electrical & Millwright
- 42 Chemical Laboratory
- 43 Carpenters' Shop
- 44 Yard
- 45 Tool Stock
- 46 Tinsmith & Plumbing
- 47 Tool Making
- 48 Record Stock
- 49 Productive-Receiving & Stock
- 50 Accounting, Cost, P.R.
- 51 Auditing & Billing Depts.
- 52 Purchasing
- 53 Order
- 54 Lylesworth Laboratory
- 55 Shipping
- 56 Traffic
- 57 Administrative
- 58 Power Plant
- 59 Non divisible items that are not be charged to any Dept.
- 60 Stationery Stock Dept.
- 61 Ice Plant
- 62 Gas Plant
- 63 Stable, Transportation, Garage

Executive & Selling

- 60 Officials
- 61 Credit
- 62 Legal
- 63 Advertising
- 64 Transcribing
- 65 Miscellaneous
- 66 Kinetoscope & Film
- 67 Battery
- 68 Bates Numbering Machine
- 69 DICTATING MACHINE Sales
- 70 Amusement
- 71 Home Model Projective
- 72 Kineto. & Film
- 73 Electric Motor Sales
- 74 Kinetophone Sales

JUDSY

GENERAL EXPENSES - ALABAMA

Pages 1 and 2 Explanation

100	Officials
101	Heads of Selling & Executive Departments
102	Factory Supervision
103	Clerks
104	Office Boys & Messengers
105	Stenographers & Transcribers
106	Sanitors, Porters & Elevators
107	Stock Clerks
108	Laborers
109	Watchmen & Gatemen
110	Advertising
111	Printing & Stationery
112	Books & Periodicals
113	Office Supplies & Utilities
114	Miscellaneous Shop Supplies
115	Non-durable small Tools
116	Lubricants & Waste
117	Salesmen's Expenses
118	Traveling Expenses
119	Attending Conventions, Exhibitions & Demonstrations
120	Entertainment
121	Telegraph & Telephone
122	Postage
123	Freight & Express

- 124 Committee Meetings
- 125 Stables & Carriage
- 126 Garage & Automobile Service
- 127 Donations & Gratuities
- 128 Legal Expenses
- 129 Interest & Discount
- 130 Insurance
- 131 Fire Department
- 132 Rent
- 133 Taxes
- 134 Taking of Inventories & other Extra Labor
- 135 Sales Agent Expense
- 136 General Film Co. & Motion Picture Patents Co.
- 137 Incoming Shipments
- 138 Moving Expenses
- 139 E. F. Office Maintenance
- 140 Accomodation Work
- 141 Educational Expense
- 142 Preliminary Master Record Expense
- 143 *ADVERTISING FIRM EXPENSE.*
- 147 Patterns & Drawings
- 149 Experimental Account
- 149 Miscellaneous Expenses not Classified

MAINTENANCE OF PROPERTY

- 150 Repairs to Buildings
- 151 " " Roadways & Grounds
- 152 " " Hydrants, Watermains & Sewer Pipes.
- 153 " " Railroad Tracks
- 154 " " Steam, Gas, & Air Pipes in Bldgs.
- 155 " " Elevators & Conveyors

201 - 300 Repairs to Machinery & Tools
 301 - 400 " " Furniture & Fixtures
 401 - 500 " " Shafting, Pulleys, & Belting
 501 - 600 " " Foundation & Installation of
 Machinery

601 - 700 Minor & Replacement Wiring Jobs

701 - 800 Repairs to Furnaces

oOoOoOoOoOoOoOoOoOoOoOoOoOoOoOoOo

LIGHT, HEAT & POWER

170 Repairs to Power Plant Equipment

171 Repairs to Steam Mains from Power Plant
 to Buildings

172 Engineers & Firemen, &c

173 Lubricants & Waste

174 Insurance for Power Plant

175 Incidental Expenses for Power Plant

176 Coal Consumed

177 Water Supply

178 Fuel Oil

179 Electric Current, Gas & Steam (purchased &
 transferred)

EXCEPTIONAL ACCOUNTS

100 OFFICIALS

Includes salaries of the officers of the Company.

101 HEADS OF SELLING & EXECUTIVE DEPARTMENTS

Includes the salaries of those in charge of the Selling & Executive Departments outside of the Factory Organization.

102 FACTORY SUPERVISION

Includes salaries of General Manager, Assistant Manager, General Superintendent, Assistant Superintendents, General Foreman, Production Manager, General Motion Inspectors, Pay Master, Head Milling Clerk, Head Cost Clerk, Head Receiving Clerk, Head Order Clerk, Head Shipping Clerk, Traffic Manager, Assistant to Traffic Manager, Purchasing Agent and Assistant to Purchasing Agent.

103 CLERKS

Includes salaries of all clerks, exclusive of stock clerks, who are charged to account #107 (Stock Clerks) and those not otherwise provided for.

104 OFFICE BOYS & MESSENGERS

Includes salaries of office boys and messengers employed in mail deliveries and in junior service generally throughout the factory and offices.

105 STENOGRAPHERS AND TRANSCRIBERS

Includes salaries of employees engaged in correspondence work, taking stenographic or phonographic dictation.

106 JANITORS, BORERS & ELEVATOR MEN

Includes wages of Janitors who are engaged in caring for toilet rooms and cleaning offices, and running elevators.

107 STOCK CLERKS

Includes salaries of clerks located in store rooms who give out and take in material, checking and recording same.

04 LABORERS

Includes wages of all miscellaneous unskilled labor not otherwise provided for in this classification.

109 WATCHMEN & GATEMEN

Includes wages of watchmen and gatemen.

110 ADVERTISING

Covers cost of all forms & publications issued by the Advertising Department direct to the trade, including the cost of printing such forms also other expenses in connection with advertising.

111 PRINTING & STATIONERY

Includes purchase of all stationery & cost of printing factory and office forms. Following is a list of the principal items.

Bladders	Paper boxes
Blank Books	Paper Clips
Blank Cards	Paper cutters
Blank Pads	Paper fasteners
Blotters	Paper weights
Bristol board	Parachut
Cardboard	Paste
Copy books	Pencils
Carbon paper	Pen Holders
Crayons	Pens
Clips (fasteners)	Pen racks
Envelopes (all)	Pins
Erasers	Printed forms
Exalats	Rubber stamps
Fasteners	Rubber bands
Filing boxes	Rulers
Indices	Ruling Pens
Ink	Scrap books
Ink Pads	Scales
Ink stands	Sealing wax
Ink eradicator	Staples
Legal cap paper	Sponges
Mucilage	Sponge cups
Manifold papers	Stamps (impression)
Mem books	Tablets
Mucilage bottles	Taps
Note books	Tissue paper (blank)
Oil paper	Tracing paper
Pads	Tracing cloth
Paper (blank)	Typewriter ribbons

112 BOOKS & PERIODICALS

Includes all amounts paid in purchase of atlases, dictionaries, directories and standard works of reference on technical, legal, financial or accountancy subjects; also amounts paid for subscriptions to newspapers, magazines, technical journals, railroad notices, etc.

113 OFFICE SUPPLIES AND FACILITIES

Includes first cost only and repairs for replacement of minor office supplies and conveniences, such as:

Arm rests	Ice
Backs, desk	Toys
Backs, waste	Laundrying
Boxes	Mail bags
Braces	Matches
Brushes, cleaning	Pencil sharpeners
Brushes, copying	Pouches
Cash boxes	Punches
Cash tills	Revolvers
Chairs	Scissors, small
Computing tables (book)	Shears
Cups	Soaps
Cupboards	Scrubbing brushes
Dusters	Soap dishes
Electric	Staple fastening machines
Dist. boards	Wheels
Glasses, cleaning	Wash basins
Hammers	Wash brooms
Hextographs	Wringers

Also may repairs to or replacement of expensive and substantial office appliances, such as:-

- Adding machines
- Addressographs
- Calculating machines
- Copy presses
- Clock setting stamp
- Drawing boards
- Duplicators (expensive ones only)
- Engraving machines
- Typewriters
- Photographs

114 MISCELLANEOUS SHOP SUPPLIES

Includes the expenses of all miscellaneous supplies, not otherwise provided for in this classification, consumed in operation of shop departments, the principal items being covered by the following list:

Note 1: Not to include material used in power plant.

Acids (for misc. use only)	Clay, fire	Marking pots &
Alcohol " " " "	Cloth, cotton, emery	Brushes
Ammonia " " " "	Crucibles	Matchboxes
Plaste, rubber	Gord	Kops
Barrels (for misc. use only)	Crocks	Metal polish
Basins (small wash)	Chest Handles	Molasses
Taskets	Cotton ricking	Martha
Paraffine	Cups, tin	Paill
Rees wax	Crayon	Paste
Blow hole cement	Cleaning compound	Potash
Filler compound	Candle -ick	Stimulago
Boat, case gardening	Cincher of line	Putty
Borax	Dippers	Taper bags
Bricks, rubbing, procus	Disinfectants	Soap
Bones, tota	Dusters	Resin
Brushes, dusting, file	Dust pans	Rope, hemp
paint, rubbing, wire &	Emery	Stencil paint
Brackets	Emery paper	Tallow
Burnishers	Faucets	Tacks
Brooms	Flux, soldering	Toilet paper
Polishing cloth	Graphite	Trine
Cand. oil & sprinkling	Raskets	Vaseline
Carborundum	Gloves, lantern	Waste cans
Coal, smithing	Ras rubber tube	Whisk brooms
Chalk	Glue	
Chamois	Glue pots	
Charcoal	Grease	
Ch. Mats	Gloves rubber	
Chemicals - drugs, for	Ice	
shop use / vacuum tubes	Ising	
for laboratory or test-	Lead	
ing purposes	Lead, red	
	Lead, white	

116 LUBRICANTS & FATS

Includes cost of lubricants, oils, grease and waxes used in the shops, exclusive of power station.

117 SALESMEN'S EXPENSES

Expenses of traveling salesman.

118 TRAVELING EXPENSES

Includes payments for transportation, hotel and other necessary expenses for travel for employees, except as follows:

Note 1: Traveling expenses in attendance upon outside conventions, meetings and exhibitions, provided for the account #119.

Note 2: Traveling expenses in connection with law suits which are chargeable to account #116.

Note 3: Traveling expenses of salesman, chargeable to account #117.

Note 4: Traveling expenses incurred on account of special trips chargeable to special shop orders.

119 ATTENDING CONVENTIONS, EXHIBITIONS, Etc., REPRESENTATION

Includes traveling and entertaining expenses of Company's employees in attending conventions, meetings of outside commercial or technical organizations, also all expense in connection with exhibitions, also all expense in connection with giving private demonstration at houses, lodges, banquets, also such part of room, printing, stationery, freight & other expenses as may be incurred in connection with the sale of any class of products.

120 ENTERTAINMENT

Expenses incurred in entertaining customers or visitors.

121 TELEGRAPH & TELEPHONE

Includes expenses in connection with telegraph and telephone services.

122 POSTAGE

Sold Explanatory

123 PRINTING & LITHOGRAPHY

Sold Explanatory

124 COMMITTEE SERVICES

Includes and pay for attending committees, etc.

137. STABLE SERVICE

Includes expenses in connection with horses and tracks. It also includes the wages of stablemen, also repairs to harness and tracks. Also includes any outside charges for breaking or any hire.

138. GARAGE & AUTOMOBILE SERVICE

Includes wages paid garage men, chauffeurs and the use of all car lines used in operation of automobile truck or cars, such as removal of batteries, gasoline, oil, tires, wheels, tools, also repairs and liability insurance cover on automobiles.

139. RETIREMENTS & BENEFITS

Includes cost of all voluntary subscriptions to pension funds or other retirement plans, also insurance paid to disabled employees and their families.

140. LEGAL EXPENSES

Includes all amounts paid for legal services on contracts or for services in litigation, settlements, etc., also court fees, traveling expenses and time of attorneys, etc.

Note 1: Does not include legal expenses in connection with injuries to persons, which are chargeable to account #130 (Insurance).

141. INTEREST AND DISCOUNT

Includes all charges for interest we have to pay on borrowed money and discount we may have to pay for on notes and also credited with the interest we will receive from obligations due us and amounts of the net or relative payment of bill.

142. INSURANCE

Includes cost of all insurance except insurance paid on a corporation or other plant.

Note 1: Commencing with the beginning of the fiscal year, charges to this account will be made monthly by journal entry. The effecting credit bill is "Insurance Premium Advances". The debit to net cost of premium is to be taken up monthly and adjustments will be made from time to time based upon actual payment of premiums when received. Vouchers in payment of Insurance Premiums will be charges direct to "Insurance Premium Advances". By so doing the amount of insurance for a whole year will be

(Insurance continued)

(Note 1) Collectively distributed month by month instead of at the end of the month, one month may be charged with the twelve months' insurance and thereby show an abnormal expense for that particular month.

131. FIRE DEPARTMENT

Includes wages of Chief and his Assistants of the Company Fire Department, also payments to members for attending Fire Drills and answering Alarm Calls and any other expense connected with the Fire Dept.

132. RENT

Includes amounts paid for rental of property. To this account should be credited rentals received from property owned by this company occupied by outsiders.

133. TAXES

Includes all payments for taxes and assessments on real estate, personal property etc.

Note 1: Commencing with the beginning of the fiscal year charges to this account will be made by Journal entry. The estimated cost of taxes to be taken out in monthly proportion. Vouchers in payment of taxes will be charged to "Taxes Accrued". For the same reason given above for Insurance, this temporary "Taxes Accrued" account will be carried.

134. PAYING OF INVENTORIES & EXTRA LABOR

Includes wages paid employees in the process of taking inventories and also any expenditures for labor on outside jobs.

135. SALES WAGON EXPENSES

Covers all expenses incidental to Sales Wagons excepting original purchase price of wagons & freight on initial shipment of wagons.

136. GENERAL FILM CO. & MOTION PICTURE PATENTS CO.

This item covers salaries and expenses of our representatives located at above Company's offices for our interest.

137 INCOMING SHIPMENTS

To cover all expenses in connection with incoming shipments such as Boxes, Bottles, Crates, Jars, etc.

138 MOVING EXPENSES

To cover all expenses in connection with moving of Departments from one Building to another or from one part of a Building to another part in same Building, also all expenses in connection with moving of Buildings from one location to another.

139 N. Y. OFFICE MAINTENANCE

To cover any expense in connection with Building located at #10 Fifth Avenue, N. Y. These expenses will be paid when Building is rented.

140 AFFILIATED COMPANY'S ACCOMMODATION WORK

To cover all work of an expense nature that was done for and of the affiliated Companies all work to be done on special shop orders.

141 EDUCATIONAL EXPENSE

To cover all expenditures in connection with this class of work on phonographs or moving pictures, such expenditures to include traveling expenses of employees; attending educational conventions or exhibitions, and salaries of employees engaged in this class of work.

142 PRELIMINARY MASTER RECORD EXPENSE

This account is to cover expenses for travel in connection with the preliminary arrangements with an artist relative to making of a talent contract, or engaging them for regular work.

Also all expenses in connection with making a trial record, including traveling, hotel, payments to talent, freight for forwarding records, etc. Regarding this last item, if it necessitates making an extended trip, the salaries of employees making such trips should be charged to this account also.

142 to 146 inclusive. Open for future use.

147 PATTERNS & PATTERNERS

Covers expense of making drawings, including paper, ink, and supplies, as well as the wages of draughtsmen and also the making, repairing, labor and material in connection with making and repairing patterns. Special shop orders must be issued for every Special Job. This standing shop order is to be used for work that cannot be charged to Specific Orders.

148 EXPERIMENTAL ACCOUNT

To cover labor and material in connection with experimental and research work. Special Shop Orders must be issued as far as possible for specific jobs covered by special requests so that the expense can be charged to the class of work.

149 MISCELLANEOUS EXPENSES NOT CLASSIFIED

Includes all minor and incidental expenses not otherwise provided for in this classification, such as uncollectable damage or loss in transportation, pay of men while on military duty, cost of reclaiming stolen property, street car fares, state or municipal registration fees etc.

$$\frac{1}{2} \leq \frac{a}{b} \leq \frac{3}{2} \Rightarrow \frac{1}{2} \leq \frac{a}{b} \leq \frac{3}{2} \Rightarrow \frac{1}{2} \leq \frac{a}{b} \leq \frac{3}{2} \Rightarrow \frac{1}{2} \leq \frac{a}{b} \leq \frac{3}{2} \Rightarrow \frac{1}{2} \leq \frac{a}{b} \leq \frac{3}{2}$$

labor and material for repairing and partially renewing buildings.

Cost of labor and material for repairing of roadways belonging to the Company and up-keep of the grounds including paths, sidewalks, regrading and repaving of yards, etc.

Self Explanatory.

Labor and material for repairing and partially renewing tracks belonging to the Company, in the shops and yards, including trestles and turntables.

labor and material for repairing and partially renewing steam, gas and air pipes in all buildings except power station. Repairs to steam mains between power station and buildings charged to account #171 (see Light, Heat and Power).

Self Explanatory.

labor and material for repairing and renewing machinery and motors in departments, not otherwise provided for.

Labor and material for repairing and partially
renewing office fixtures, such shop fixtures as:

Protection against
dangerous places, etc.
Work benches.

601 to 600 REPAIRS TO DRAPING, FEEDING AND WINDING

Include material for repairing and partially replacing the drive pulleys, sheaves, feeding rollers, clutches and belts.

Note 1: This account does not include counter shafts which is generally bought as part of the machine. This expense should be charged to the Departmental M. & T. Repair order (2000 series).

601 to 630 REPAIRS TO FOUNDATIONS & INSTALLATION OF MACHINERY

Include material for repairing and erecting foundations, cost of removal of old machines preparatory to installation of new ones, also the cost of new foundations when the location of these cannot suit the equipment in demand.

Note 1: Travels of repairs and partially replacing the foundations of cranes, trestles and derricks, cranes and furnaces, etc. do not be charged to this account, but to 6118 and the Departmental order for Repairing furnaces (3000 series).

601 to 700 MINOR AND REPLACEMENT WIRING JOBS

Include material for making minor electrical repairs and renewals in electric wiring systems, also replacement of lamps.

701 to 800 REPAIRS TO FURNACES

Include material for repairing and partially replacing of setting and melting furnaces and their equipment, such as rivet boxes, shaft boxes, etc., furnaces, etc.

LIGHT, HEAT & POWER

170 REPAIRS TO POWER PLANT EQUIPMENT

Includes cost of labor and material incurred in repairing and partially renewing engines, boilers, air compressors, generators, transformers, converters, switch-boards, and auxiliary apparatus, also pumps and pipes in power station.

171 REPAIRS TO STEAM MAINS FROM POWER PLANT TO BUILDINGS

Includes cost of labor and material for repairing and renewing steam mains connecting buildings with the power station.

172 ENGINEERS AND FIREMEN, ETC.

Includes wages paid engineers, firemen, oilers and other labor in the power station.

173 LUBRICANTS AND WASTE

Includes cost of lubricating oils, greases, waste etc. used in power station.

174 INSURANCE FOR POWER PLANT

Includes boiler, fly-wheel, and any other insurance applicable to Power Plant.

175 INCIDENTAL EXPENSES FOR POWER PLANT

Includes all minor expenses not otherwise provided for in connection with operating Power Station.

176 COAL CONSUMED

Includes cost of coal consumed.

177 WATER SUPPLY

Includes cost of water used by Power Station and for manufacturing purposes.

178 FUEL OIL

Includes cost of fuel oil.

179 ELECTRIC CURRENT, GAS & STEAM (purchased or transferred)

Includes Electric Current, Gas and Steam purchased or transferred.

**Edison General File Series
1912. Tidal Power (E-12-82)**

This folder contains correspondence and other documents relating to Edison's opinions about harnessing hydraulic power from tides. Included are items pertaining to Edison's endorsement of a power system proposed by inventor Thomas A. MacDonald. Among the correspondents for 1912 is Harry C. Webber, editor of the *Bath Independent* in Maine.

Less than 10 percent of the documents have been selected. The items not selected consist primarily of unsolicited correspondence seeking Edison's advice, information, or assistance on technical or financial matters relating to tidal power. These letters received no response or merely a perfunctory reply from the inventor.

25 Jan. 1912
SAMUEL C. MANLEY
71 Stone Street
AUGUSTA, MAINE

Rec'd
Ans.
1/29/12

Thomas A. Eliot Esq.
Orange, N. J.
Dear Sir:

Attached clipping from Bath Daily Times of
24 Jan. 1912.

Will you please inform me if you have
authorized the interview attributed to you, and
if you have examined and endorse the Macdonald
plan of obtaining power from the tide.

Thanking you in advance. I did not
authorize any interview, I examined
a model of tidal power
scheme & found it
valuable & was very
impressed with the
apparatus, & as far
as I could see it was capable of
use it being similar to others in
actual use. I thought

Very truly yours,
Samuel C. Manley

There was a great difference
between the model & the
actual power, which I was
in a position to examine
at the time.

WEDNESDAY EVENING, JANUARY 24, 1912.

EDISON ENDORSES THE MACDONALD SYSTEM

The Wizard Tells Mr. MacDonald to Go Ahead and
Build Plants.

MORE THAN HALF THE CASH NEEDED
FOR WINNEGANCE PLANT SUBSCRIBED

Bath's Industrial Boom Thus Takes a Most Sub-
stantial Aspect.

[ATTACHMENT/ENCLOSURE]

Hydraulic power has a wonderful future. Go right ahead and build Power Plants; you are on the right track. I will help you all I can whenever it is possible for me to do so, and you can refer any one to me.—Thomas A. Edison to Thomas A. MacDonald, inventor of this power system, which is to have its first test in actual service at Winnegeance.

The plan for Bath harnesses the ocean tides by means of the MacDonald Hydraulic Power is not dead. On the contrary it is very much alive.

This week what is the most important development of the winter in the progress of the scheme came as pleasant news from President MacDonald, who is passing the winter at the headquarters of the power com-

pany in Paterson, N. J., in the form of a letter to the Times. President MacDonald writes under date of Jan. 20:—

"Through the efforts of Mr. Maxwell, it was possible for me to meet Mr. Thomas A. Edison at his laboratory in the city of West Orange, today.

(Continued on page Three).

SSDAY EVEN

MACDONALD METHOD OF HARNESSING THE TIDES ENDORSED BY EDISON WHO PROFFERS HIS HELP

(Continued from Page One.)

"Mr. Edison was very much interested in our model and after making a test of same he said in part:—

"HYDRAULIC POWER HAS A WONDERFUL FUTURE. GO RIGHT AHEAD AND BUILD POWER PLANTS. YOU ARE ON THE RIGHT TRACK. I WILL HELP YOU ALL I CAN WHENEVER IT IS POSSIBLE FOR ME TO DO SO AND YOU CAN REFER ANY ONE TO ME."

This indeed is cheering and encouraging not only to the MacDonald Hydraulic Power Co., but to the city of Bath, which made it possible here for the first practical tide water model of the patent to operate on the tides last summer and prove that the theory is correct, and that the ocean tides can be harnessed for industrial service that is practically perpetual motion. Now that the greatest inventor and electrician of the whole world, Wizard Edison,

has given the invention his approval and endorsement, there can be no doubt of its practicability on a large commercial scale, as is proposed to be installed in this city with the opening of spring.

The Mr. Maxwell, referred to in the letter is the chief promoter of the Maine Corporation, who has made several visits to this city this winter to secure local and shore rights at Winnegeance Creek and who is a friend of Mr. Edison. The model to which attention is made in the letter is one of several aluminum miniature models owned by the parent company to New Jersey.

Not only the MacDonald Co., but Bath appreciates fully the generous offer of Mr. Edison to aid in the development of the wonderful, yet simple invention of Mr. MacDonald, an invention which has the most enormous possibilities in the furnishing of commercial power, either directly from the tide of the sea, or by the storage of electricity, that the world has yet known. Mr. Edison grasps immediately on presentation to him of the theory by means of the working of this toy model, these enormous possibilities of cheaper and more easy power for the blessing of the industrial world and the progre-

ss it is... and in general of more... and... light and heat and the... of reducing the cost of manufactured products. It is a stroke of almost Providential good fortune that the MacDonald Tide-Water Power plan of Investor MacDonald has thus been brought before the broad and discriminating intellect of the great Edison.

Ahead, now, the prospect to secure the Winnegeance dam and plant of the MacDonald Co. and the two factories already secured for the power by the New Jersey people looks rosy and clear. Half of the necessary capital for the plant has been subscribed and the raising of the rest is thus made easy work.

Glory hallojah!

SHIP NEWS. DOMESTIC PORTS.

Portland—Ar 234, schs Charles H. Kline, McHaffey, Phila, coal; Isiah K. Stead, Hamilton.

Cleard—Scha Rebecca Palmer, Hater, coal port; ready to sail, schs Sturgeon Palmer, Marcus L. Urann, and George B. Watcott, for coal ports.

Baltimore—Ar 234, sch Pannio Palmer, Portland via Paterson River.

Brunswick—Ar 24, schs The Josephine, Quilloe, Savannah; George N. Reed, Ball, Jacksonville; Anthony D. Nichols, Seaway, Six mch.

Uneda
the
NATIONAL
Biscuit

THE BATH INDEPENDENT

HARRY C. WEBSTER, Editor
Reaches the Homes of Sagadahoc County

Tidal Power

27/30
Ally

Bath, Maine, January 27, 1912.

Mr. Thomas A. Edison,

West Orange, N. J.,

My dear Sir:-

Certain parties who claim to be anxious to organize a corporation, build a dam or dams in this locality and secure power from the tides are giving the public to infer or understand that you endorse the project as practical and on the grounds of ^{it was prepared using in} ~~that~~ ^{Germany - also that I was} that are likely to build up sentiment here in favor of the plan. I should favor anything which might work to the interests of this section or ^{increase its industrial activity but so much} ~~increase its industrial activity but so much~~ has been said regarding your endorsement of the project and no direct word having been given to the public from you I feel that you will see the position which I take in not caring to boom the project upon the strength of your support until I know the company's ^{conditions are unfavorable} ~~conditions are unfavorable~~ actually has it. I am enclosing a clipping from a local paper of a few nights ago and would feel greatly pleased and highly honored if you would let me know if the statement attributed to you is correct and if you do endorse the so called McDonald system to which it alludes.

Thanking you in advance for the courtesy of a reply I am

Yours very truly

Harry Webster
9 will sign

Mr. Donald exhibited a model to me of a tidal power wheel, I stated that I could see no reason why it should not work as it was similar to others which I was prepared using in Germany - also that I was a believer in the utilization of tidal powers where the conditions as to fall and market for power were favorable. The great trouble in this time tidal powers to the expense of a great deal of money where national conditions are unfavorable, but the greatest drawback is the lack of a market for the sale of the power.

Jan 27 1912



*Ans
2/15/12*

Hackensack, N. J., Feb. 9, 1912

Mr. Thomas Edison,
Llewellyn Park,
West Orange, N. J.

Dear Sir:

Mr. Thomas MacDonald of Paterson, is trying to
interest us in his invention of a machine using the power
of the tide and flow of a stream. He has referred us to
you. May we ask you for your opinion of this invention.

Awaiting your favor, we remain,

Very respectfully yours,

BERGEN REALTY COMPANY,

John M. Content
Sec.

JMC/MR

*a glance at a model the
other day but do not
think it was Mac Donald's
S*

*There are several
Tidal Machines invented
to work, I don't
remember Mac Donald
invented any*

**Edison General File Series
1912. Visitors (E-12-83)**

This folder contains correspondence with individuals planning to meet with Edison, arranging for others to meet him, or thanking Edison for a recent meeting. Among the correspondents for 1912 are journalist Joseph. I. C. Clarke, German thermal engineer Rudolf Diesel, and utilities executive Charles L. Edgar. There are also letters from Frederick L. Hoffman, statistician of the Prudential Insurance Co., and Oskar von Miller, electrification pioneer and founder of the Deutsches Museum. Some of the letters concern a visit by Charles Schwab and the Argentine Naval Commission, who dined in Edison's library on April 27, 1912. Other documents pertain to visits by representatives of the Deutsches Museum and by industrial safety pioneer Sir Thomas Oliver.

Approximately 40 percent of the documents have been selected. Requests for appointments that were declined by Edison and letters that received no reply have not been selected.

Ed. Rodman - BABSON

HOTEL RODMAN
PHILADELPHIA

Wm. January 1, 1902

Dear Mr. Edison:

JAN 2, 1902

I am planning
to call upon you
Wednesday forenoon
of this week.

Wishing Mrs. Edison
and yourself a Happy
New Year, I am

Sincerely

Edw. W. Babson.

*Edwin
Finch
Perkins*

GEO. W. PERKINS
71 BROADWAY

New York City, January 16, 1912.

WV

My dear Mr. Edison:-

Many thanks for your note of January
2nd. I wish we could get together some day for
a visit. I am just starting for the South and
the far West and when I come back I am going to
see if I can't prevail on you to give me an hour
of your time some day.

Sincerely yours,

G. W. Perkins

Mr. Thos. A. Edison,

Orange, N. J.

^{Edison}
Mr Edison

Will you see my brother and myself

Thursday

James Gaunt

Ans
by letter
Jan. 16 - 1912.
H. G. S.

Edison

Washington D.C. 1/6/12

J.A. Edison

Can our Vice President see you
some day this week

Jan. 16 -

WV2 Co.

5:15 P.M.
Edison

Washington Motor Vehicle Co

Vice-President

Will see you at Laboratory

Thursday afternoon

Edison

Feb. Union

Bethlehem Steel Company.

C. M. SCHWAB.
President.

South Bethlehem, Pa. January 24th, 1912

My dear Mr. Edison:---

*Any all right etc
I will sign*

Thank you very much for your letter of January 18th, giving me permission to bring the Argentine Officers to visit your laboratory.

I want to take this opportunity of saying that I am endeavoring to show these people unusual attention, and suggested to them the other day that if there was anything they especially desired to see or do in the United States, I would endeavor to arrange it for them. They instantly said that they would rather meet Mr. Edison than do anything else they knew of, and so I told Mr. Mallory, and he has very kindly secured your permission to have me bring them to see you some day.

Now, my thought, my dear Mr. Edison, is this: That I shall wait until Spring time when the weather is nice, and bring them from Bethlehem down to visit you some day by automobile if this will be entirely agreeable. Of course I shall not lose the opportunity of coming to visit you myself.

Hoping you are quite well, and with all the compliments of the season,

Sincerely yours,

C. M. Schwab

Thomas A. Edison, Esq.,
ORANGE, N.J.

Came out to L.A. since
Feb. 17/12



Say I am at
L.A. every day

Feb. 16th 1912

Th. A. Edison Esq.

Orange City.

Dear Sir,

FEB 21 1912

I would appreciate it greatly if you could spare a few minutes for an interview regarding the casting of houses in Holland by the two Engineers Harms & Smitt, who were in your employ two years ago.

Kindly write a few lines to M. Laerbrocs, Hotel Empire 63rd Street and Broadway, New York saying what time will suit you on the 25th or 26th inst, as I have to leave for Europe on the 27th and would very much like to talk

this matter over with you and
give you a report ~~what~~ has been
going on in Europe in this line.

Yours faithfully

McRae

arriving at Hotel Empire
N.Y. on Saturday 25th

John H. Markle
JOHN H. MARKLE, President
WM. H. BENNETT, Vice-President

ERNEST F. LLOYD, Treasurer
ALFRED S. LLOYD, Secretary

CHICAGO OFFICE:
— 3308 —
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TELEPHONE
LAKE VIEW 2825



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ELECTRO-MOTIVES, INTERURBAN AND STREET CARS, MARINE CRAFT
COMMERCIAL VEHICLES AND AUTOMOBILES

Ans
CHICAGO, *Feb 23 1912*
Say
all right
N
Thomas A. Edison
Llewellyn Darr
Orange, N.J.
Dear Mr. Edison

I will be called to Elizabethport, N.J. soon on Railway Car Equipment business and would very much like to come over from there and see you for "Auld Lang Syne" and authentic information on your new storage battery. —
Kindly advise of your pleasure in this case by return mail. —
With best wishes,

Yours sincerely,
John H. Markle
3710 Racine Ave
Chicago, Ill.

The Bancroft Company

of New York

Publishers

456 Fifth Avenue

New York

H. H. Bancroft, President

W. D. Bristol, Vice President

Philip Bancroft, Secretary

March 2, 1912.

Mr. Thos. A. Edison,
Llewellyn Park, N. J.

Dear Sir:

We will appreciate it if you will kindly
favor us with data as per enclosed form; the same being
desired in connection with Mr. Bancroft's historical
work on "Wealth and the Achievements of Civilization."

Thanking you in advance for your courtesy,
we are,

Yours faithfully,

THE BANCROFT COMPANY,

*Manuscript
given it
S*

BERGMANN Electrical Works

MACHINE DEPARTMENT



BERLIN WORKS.

Telegrams.
"FULGURA BERLIN".

Codes.
ABC. "MIS" ED.
LIEBERS
WESTERN UNION.



ROSENTHAL WORKS NEAR BERLIN.

23-32 Oudensarder Str.

Berlin N.

March 8th, 1912.

In reply please quote

Bnn/EMR

Mr. Thomas A. Edison,
Llewellyn Park, Orange, N.J.
U. S. A.

My dear Edison:-

Herewith I take great pleasure in advising you
that a delegation from the "Deutsches Museum" in Munich, com-
posed of :-

Herren Reichsrat Dr. Oskar von Miller,
Geh. Rat Professor Dr. W. von Dyck,
Excellenz Staatsminister Dr. Graf von Podewils-Dörnitz,
Oberbürgermeister Geh. Hofrat Dr. W. von Borscht,
bauleitenden Architekt Gelius,
Vorstand der Museumsbibliothek Schürmann.

has been appointed to take a trip to America for the purpose of
making a thorough study of the most important libraries, muse-
ums, lecture halls and industrial establishments and at the same
time to cultivate the acquaintance of prominent persons.

The Commission expects to arrive in America early
in April and I should esteem it a great favor, if you would grant
them a personal interview.

Yours very truly,

Bergmann

[ATTACHMENT/ENCLOSURE]

One of (and)

film: Oscar
Lester M. Miller

Munich

Deutsches Museum

[ATTACHMENT/ENCLOSURE]

Photo Sep 27

MEMORANDUM
THE AMERICAN SOCIETY OF
MECHANICAL ENGINEERS

CALVIN W. RICE

89 WEST 34TH STREET
NEW YORK

Sel. Gen.
Reichsrat Dr. Oscar von Miller
Vorstand des Deutschen Museums

Ferdinand Althoff

München

DR. COLIN ROSS
SEKRETÄR DES DEUTSCHEN MUSEUMS

MÜNCHEN

[ATTACHMENT/ENCLOSURE]

Atty. Gen. S. D. Miller
11 Broadway
N.Y.

to forget the pleasure
given to us by Mr
W & Clark in bringing
us to call on you
and let you to accept
the accompanying
trifling souvenir of
what was to us a
memorable occasion.

My wife joins
me in trusting that you
are well and in wishing
you many years of
continued activity.
Yours very truly
J. Frank Thomson

Chas. W. Day
Telephone: 600 West
Telegrams: PARADES, LONDON

CAEN WOOD TOWERS,
HAMPTSTEAD LANE,
HIGHGATE, N.

10 March 1912

Dear Mr. Thomson,
among your
many distinguished
visitors, you have pro-
bably forgotten by this
time the visit of two
such humble people
as my wife & self on
31st October last. We
however are not likely

Edison
WM. MELZER
CIVIL ENGINEER AND CHEMIST

TELEPHONE 2592 BEEKMAN

OFFICE AND LABORATORY
66 BEEKMAN STREET

NEW YORK, March 18th 1912.

Edison Laboratory

Nest Grant.

L. J.

Gentlemen:

We, Professor Dr. Archenhold, Director of the
Trepow Observatory in Berlin and I would like to see
your plant and laboratory in Orange to-morrow March 19th
after 1 P. M..

Mr. Archenhold is a celebrated German Astronomer;
he is interested in your new invention re films for scientific
photography. Furthermore he will place an order.

Please let me know without delay if our visit is
convenient to you. Mr. Archenhold lives in the U. S. already
on the 20th inst. any courtesies extended to him will be
highly appreciated.

Yours very truly:

Wm Melzer

J. W. LIEB, JR.,
57 DUANE ST.
NEW YORK.

April 15, 1912.

My dear Mr. Edison:

A week ago there arrived from Germany a distinguished delegation of German scientists, engineers and professional men, representing the German Industrial Museum of Munich.

This Commission is visiting the United States for the purpose of studying the construction and organization of our important libraries, museums and municipal works, and, in the interests of the German Museum of Munich, a very important undertaking, exemplifying by models, drawings and actual "live" exhibits, the progress of the technical sciences and industrial arts.

The Commission consists of the following gentlemen:

✓ Dr. Oscar von Miller,
Imperial Counsellor and
Member of the House of Lords
of Bavaria.

His Excellency Dr. Count von Podewils-Durnitz,
Minister of State of Bavaria.

Dr. V. von Borscht,
Lord Mayor of Munich.

✓ Prof. Dr. W. von Dyck,
Prof. of the College of Engineering.

Ingenieur Rudolph Diesel,
Dr. of Engineering.

Herr Ph. Golius,
Constructing Architect. ✓

Herr Alexander Shirmann,
Director of the Library of
the Museum.

Of these gentlemen you will no doubt remember particularly Dr. Oscar von Miller, from his first visit to us in 1882 and subsequently as the first Chief Engineer of the German Edison Company.

Dr. Diesel is no doubt well known to you as the inventor of the Diesel engine.

After spending several days in New York these gentlemen have departed on a trip to the West, and will return to New York April 25th - 26th, their headquarters being at the Waldorf-Astoria.

The Commission is very desirous of presenting its compliments to you and would highly appreciate the opportunity of paying you a personal visit at the Laboratories.

Dr. von Miller particularly is anxious to pay his respects and has some important matters which he would like to lay before you.

They should like, if entirely convenient to you, to make the visit on Saturday, April 27th. The New York Edison Company has kindly offered to arrange to take the party to and from Orange in automobiles, and it is proposed to leave New York at 8:30 a.m., arriving at Orange about 10:00 or 10:15.

The Commission would greatly appreciate an opportunity of visiting your Laboratories and workshops and realizing the fact that your works are closed at 12:00 o'clock, they have suggested an early visit, as above indicated.

In addition to the gentlemen officially connected with the Commission, as above, they are accompanied by Prof. Dr. Heilmann, Imperial Architect and two or three secretaries, making a party of about ten. Dr. Diesel is accompanied by Mrs. Diesel and if she joins the party she will probably come with Mrs. Lieb. To accompany the party from New York there will be about ten others including Messrs. Brady, Murray, Williams and Lieb of The New York Edison Company, and Messrs. Martin, Moier, Rice, Dunn and Dr. Kuntz, representing the American Engineering

- 4 -

Societies - about twenty in all.

It will give me pleasure to learn that you will be pleased to receive this visit, and I shall be glad to hear from you whether the day and hour of the proposed visit is entirely convenient.

Thanking you in advance, also in behalf of the Commission, I am,

Yours very truly,

A handwritten signature in dark ink, appearing to read "T. A. Edison", with a horizontal line underneath.

Thomas A. Edison, Esq.,
Attention of Mr. W. H. Meadowcroft,
Orange, N. J.

Ans 4/16, let V. man



CHAMBERMAN OF OTTO A. ROSENBERG,
JUDGE OF THE COURT OF GENERAL SESSIONS,
32 FARRIS STREET, NEW YORK

*Very truly yours,
Peter Seaman*

April 16, 1918.

Mr. Thomas Edison Esq.,
Llewellyn Park,
Orange, N. J.

Dear Sir:-

Sometime ago while I was visiting my home in Milan, Ohio, your sister, Mrs Homer Page, now deceased, with whom I was very well acquainted asked me to call on you, giving me a letter of introduction.

As I was exceedingly busy, being a Captain of General Sessions, Criminal Court of New York City which capacity I have held for over 35 years, I placed this letter away with other papers and have just happened to come across same.

I would be very much pleased if you would kindly acknowledge this note, granting an interview, and stating just when it would be most convenient to call on you.

Yours very truly,

*Peter Seaman
811 Elsewhere Place
Brook
New York City
NY*

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SALVAGE SYNDICATE FOR THE ATLANTIC COAST
82 BEAVER STREET, NEW YORK

TELEPHONE BRAD 2658
CABLE: "SalvSyn"
A. R. C. 5TH EDITION

April 16th, 1912.

Thomas A. Edison, Esq.,

Llewellyn Park,

Orange, New Jersey.

My dear Mr. Edison:

As President of the Salvage Syndicate for the Atlantic Coast, I venture to address you to know if you would accord me an audience some time in the near future to discuss with you some submarine problems on which your advice would be of extreme value. May I add that I should not come as a promoter but simply to address you as a scientific man for information on a problem in which I am interested.

Should, by any chance, you be too occupied, perhaps you will be willing to delegate one of your experts for a short talk with me. I would not bother you if I were not convinced that my problem would be of interest to you.

With assurance of my thanks for attention in this matter, I beg to remain,

Respectfully yours,

J. M. Robbins
President.

THR/H

SALVAGE SYNDICATE FOR THE ATLANTIC COAST.

File - Vm

EIGHTY-TWO BEAVER STREET
NEW YORK

April 18th, 1912.

Thomas A. Edison, Esq.,
Llewellyn Park,
Orange, N. J.

Dear Sir:

I am very much obliged to you
for your secretary's letter of the 17th.

I shall give myself the pleasure
of calling on you in the near future, and
will take the liberty of telephoning you
when I am coming over.

Very truly yours,

THR/H

Anna H. R. R. R.

Sci. Mus.

== DEUTSCHES MUSEUM ==
VON MEISTERWERKEN DER NATURWISSENSCHAFT UND TECHNIK.

Postcheck-Konto No. 1944.

MÜNCHEN,
ZWEIBRÜCKENSTRASSE 12 - RUFNUMMER 5964.

MEADOW CROFT.

*Acknowledged & thank
you David*

MAY 25 Recd

*Her. Kaiserin. Augusta Victoria.
May 4th 1912*

My dear Mr Edison,

*Before returning to Europe I
want to thank you very much in my own name
and in the name of all members of the delegation
of the German Museum for the kind reception and
for all the interesting information which you gave us
and which we will remember for all time.*

*We have seen with the greatest
interest the splendid organization of your phonograph
factory, we admired the splendid construction of your
recumulators and we enjoyed very much hearing
the human voice and the tone of a violin through
your phonograph so distinctly that nature and not*

a mechanical apparatus seemed to convey it.

Your intention to introduce the education of children with the cinematograph and to make the people familiar with the different industries by its application was for us of the greatest interest. We will not fail to make known in Germany your important intention and to assist in spreading in Europe the use of the cinematograph for educational purposes.

We enjoyed your splendid luncheon because it gave us the opportunity of personal intercourse with you and we especially appreciated the gift of your photograph with your signature which the dedication on the picture given to me will remain a most valuable keepsake for me and my family at all times.

You will receive an official communication from the German Museum thanking you for the gifts which you have been kind enough to promise. If this communication should contain further wishes and suggestions of the German Museum I trust that you will interpret such wishes only as

an expression of our ardent desire and hope
to make our collections especially of American
inventions as complete as possible.

I was glad that you remembered me
so well and I hope that you favour me with
your valuable friendship in the future.

I am

Dear sir

Yours very sincerely

D. W. W. Allen.

Ed-Friends
A. Williams

ARTHUR WILLIAMS
FIFTY-FIVE QUANE STREET
NEW YORK

4 May 1918

William H Mendoncroft Esq
c/o Thomas A Edison Esq
Hewelllyn Park
Orange N J

My dear Mr Mendoncroft

Permit me to acknowledge and thank you for
the photograph taken on the occasion of the visit of
the German Commissioners to your works. The picture
is most attractive, and will be a splendid memento of
the very delightful occasion.

Yours very truly

Arthur Williams
Secretary

ed 2 months
Thompson

CARACAS - VENEZUELA, S.A.
LIMA - PERU, S.A.
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May 15/12.

MEADOW CROFT.

Thomas A. Edison, Esq.,

Orange, N.J.

My dear old Boss:-

Uncle J.I.C. Clarke and myself
will run out to see you on Saturday afternoon
if you can spare enough time to have a little
chat with us.

Have Mr. Meadowcroft drop me a
line here, if this date and time is convenient.

I personally am very anxious,
indeed, to get a good autographed picture of you
"for old time's sake", I have been without one
all these years.

Very sincerely, _____

Alfred J. Thompson

AJT/G

3436 Reebor

15 Gold Street,
New York

Sol. Nord
Thomas Prosser & Son

Old Colony Building,
Chicago.

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P.O. BOX 872 NEW YORK

MAY 16th 1912

MEADOW CROFT.

Thos. A. Edison Esq

West Orange, N.J.

Dear Mr Edison

MAY 17 Recd

*Edison
Cabinet photo*

Referring to the conversation of yesterday, I now take pleasure in forwarding you the Krupp Statistical Data, which I trust will give you all the information you desire. This Book of course is not the Special Jubilee Edition which I referred to. This will be issued later, and forwarded to you through Thos. Prosser & Son. under separate cover I also beg to enclose a little pocket book issued by our Branch Works, Fried. Krupp A.G. Grusonwerk, which I trust will be useful to you.

Now Mr. Edison I do not want to impose upon you, but would be very pleased indeed if you could see your way clear to confer upon me a small favor, and would you be kind enough to send me a little memento of my visit to your most interesting place, in the form of a photograph or a printed picture with your autograph, as I would greatly appreciate same, and treasure it as a memento of this visit.

As regards any new inventions in the mining line, as I informed you, our people would be most happy to deal with you, and I thank you

THOMAS PROSSER & SON,

15 GOLD STREET, P. O. BOX 878, NEW YORK.
OLD COLONY BUILDING, CHICAGO.

NEW YORK,

Thos. A. Edison - Sheet 2

very much for your promise to communicate with Messrs Thos Prosser
& Son whenever there should be something, which you might think would
be of interest to my firm.

Trusting to hear from you in care of Thos. Prosser & Son, I am

Very sincerely yours

Max Drott.

Ed. Meier

DEUTSCHES MUSEUM
VON MEISTERWERKEN DER NATURWISSENSCHAFT UND TECHNIK.

4074

MÜNCHEN, May 20th, 1912.
ZWEI BRÜCKENSTRASSE 12 - TELEFONNUMMER 2464.

Mr. Thomas Alva Edison,
Levellyn Park,
Orange, New Jersey.

Dear Sir:

Ed. Meier

I received to-day the copies of the photograph which
was taken at the lunch in your library.

⁴⁵ I must say that I have seldom in my life better utilised
~~twenty-five~~ seconds than those in which I had to hold still while
this picture was being taken. You have created for me in this pic-
ture a great pleasure for a decade and I beg you to accept my warm-
est thanks for it.

Faithfully yours,

Deutsches Museum

Ed. Meier

DEUTSCHES MUSEUM
VON MEISTERWERKEN DER NATURWISSENSCHAFT UND TECHNIK.

4165

MÜNCHEN, May 20th, 1912.
ZWEIERÖCKENSTRASSE 12 - RUFINUMMER 1044.

Mr. Thomas Alva Edison,
Lewellyn Park,
Orange, New Jersey.

MEADOW CROFT.

*Answers or say that we really
as we get time will send
them some samples*

Dear Sir:

Referring to the visit of our Commission and to the
letter of our President Dr. Oskar von Miller we desire to express
our warmest thanks for the interest shown by you in our museum.

We thank you especially for the kind promise to give us
one of the first original apparatus with which the human voice
was reproduced by means of flat plates and for the assurance that
you would have the great kindness to send with the original a
plate spoken into by you personally in your own language about
the invention and importance of the phonograph.

We also thank you for the proposed sending of a small
kinematograph with sample pictures showing the way in which you
instruct the youth by means of living pictures.

We were very much gratified by your kind assurance that
you would see whether you could send still other important origi-
nal objects which would show the hundred thousand visitors of our
museum what a great advance human culture owes especially to your
inventions and your untiring activity. We may perhaps mention here
that two original dynamo machines, an electromotor and an old car-
bon fibre electric lamp from you have until now been exhibited in
our museum, while beside them hangs a picture, by no means good, that
shows the visitors the man to whom the world owes so many and such
great inventions.

We should like very much to be able to get specimens of
your first lamps and parts of lamps, pattern and connecting parts
of your first subterranean transmission line iron pipes and some
specimens of your first electrolytic meters for our museum.

In the Engineering Building in New York we saw the model
of your first electric central station, after which pattern nearly
all the cities of the world are now furnished with electricity.
We should certainly consider it of great importance if

we were able to exhibit a reproduction of this model in our mu-
seum.

We should like to be able to call to the remembrance of
the engineers and physicists of the present time how the determin-
ation by you of the plan for the distribution of the current took
place. We beg you therefore to have the plan of Wall Street and
its neighborhood drawn on a board and on this to stretch the wires
distributing the current with the feeders, to mark the resistances
by simple wire coils and then to show how you determined in ad-
vance the anticipated loss of current by elements and galvanome-
ters. As a matter of course your first telegraph and telephone ap-
paratus as well as specimens of your other numerous inventions
would be of the greatest value to our museum. We should also like
very much to have drawings, plans and pictures as well as auto-
graph letters and reports which we could incorporate in our col-
lection of documents, in which we already have letters of Faraday,
Ampère, von Siemens, Bunsen, Liebig &c.

You must kindly excuse us for coming with so many re-
quests, but it is the multitude of your eminent inventions and cre-
ations which makes it necessary for us to preserve your memory to
future times by many historically important objects.

We hope that it may sometime be possible to show you our

us are worthy exhibited

In order to give you now an idea of the ways and system of our museum we take the liberty of sending you pictures and descriptions of our museum.

With renewed thanks for the kind assurance of interest in our undertaking we are with the expression of our high esteem,

Very truly yours,
Deutsches Museum.

Enclosures: 3
We should like to be able to call to the convenience of

Separate publications of our museum.

future times by many important objects. The conditions which makes it necessary for us to preserve your memory to the minutiae of your eminent inventions and etc. You must kindly excuse us for coming with so many requests, but it is the minutiae of your eminent inventions and etc.

We hope that it may sometime be possible to show you our

Sub. Vesio

DEUTSCHES MUSEUM
VON MEISTERWERKEN DER NATURWISSENSCHAFT UND TECHNIK.

4167

MÜNCHEN, May 20th, 1912.
ZWEIBÜCKENSTRASSE 12 — TELEFONNUMMER 1944.

Mr. Thomas Alva Edison,
Levellyn Park,
Orange, New Jersey.

MEADOW CROFT
1709

Dear Sir:

We have returned to Europe full of hearty thanks for the lively interest and the energetic furtherance of our efforts which we found everywhere in the United States. It is of the greatest value to us to have friends in America who also contribute to making the scientific and technical acquisitions of all times and all countries accessible to the widest classes of the people through the German Museum.

We consider ourselves very fortunate to have won as friends in the United States those men whose works and inventions are of the highest importance not only for their own country but for the whole civilized world.

It would afford us special satisfaction if you would enter into permanent closer relations to our museum. We intend therefore to propose to the Governing Council your election as a lifelong member of the Committee of our museum.

We beg you to kindly inform us whether you would be willing to accept such an election.

With the highest esteem,

very truly yours,
Deutsches Museum.

Enclosures:

Copy of the Statutes.

Certificate of Membership.

50th. given Dr. W. G. L. C. Lunde

182.

Ed. Dyer
OFFICE OF
EDEN MUSÉE AMERICAINE CO.
(INCORPORATED)
230 STREET, NEAR BROADWAY

MEADOW CROFT.

any time
ask telephone to
MAY 21 1912
May 20th 1912
New York.
be sure I will be
home
OK Mon

Thomas A. Edison, Esq:-
Orange, N.J.

Dear Sir:-

Will you please give me an appointment at the Laboratory some morning this week, as I desire to see you, in the absence of Mr. Dyer.

Yours very truly,

Rich. G. Hollaman

Ed. J. Arnold
Clarke, J.

300
ROOM 1607
26 BROADWAY
NEW YORK

May 22, 1912.

Dear Mr. Edison

704

I was telling Mr. John D. Archbold today that you would like to meet him, and he said he would be very much pleased to see you. If you are coming to New York any day, let me know after 11 o'clock by phone. Mr. Archbold goes to the lunch-rooms about 1,45 p.m., so if you drop in to see me about 1.30, it will be all right.

I enjoyed my visit of last Saturday immensely, the new wonders and the old reminiscences. With kindest regards Yours faithfully

Thos. A. Edison

J. B. Clarke
(Tel. 2220 Broad.)

Ed. M. A. Co.
OFFICE OF
EDEN MUSEE AMERICAIN CO.
(LIMITED)
23D STREET, NEAR BROADWAY

May 22nd 1912.
New York......191

Mr. Meadowcroft,

Office Thomas A. Edison,
Orange, N.J.

Dear Sir:-

Answering letter received this morning, will you please make the appointment for me with Mr. Edison at Ten o'clock Friday morning. As I shall come over direct from the house, can I ask you to drop me a line to 836 President Street, Brooklyn, if this time is not agreeable.

Yours very truly,

Richd. Hollaman

10.30

Almond

3rd
ROOM 1422
28 BROADWAY
NEW YORK

MEAL

May 29. 1912.
Harry Wood
Day OK = Am I free on June 5?
Dear Mr. Edison

Confirming talk with your
Secretary over phone this morning I would
say that I am making appointment
with William J. Woodson, the meso-
critic, to have a talk with you on
next Wednesday afternoon, June 5, at
the Laboratory, as you desired.

He is a tiny chap, and
has a lot of work to do, he says,
before leaving for Europe on June 15,
and only asks that the suggestion
be hard and fast. He will be
delighted, he says to meet you, and
felt flattered when I told him you
had read all he had written. He
would be a great man to have on
taps in connection with the phonograph.

I shall call you up on Tuesday
morning as your secretary suggests.
with kindest regards.

Yours faithfully

J. B. Clark

Thomas A. Edison Esq

Sub-Vision



MACHINE DEPARTMENT

In reply please quote

Mo/I.

T. A. Edison, Esq.,
Orange,
New Jersey.

Dear Sir,

In the Bearer we have pleasure in introducing Mr. Erwin Schwartzkopff, a prominent Engineer in the service of the German Government, who is making a tour of inspection in the United States and is very anxious to visit your Works.

We should esteem it a great favour if you would give Mr. Schwartzkopff a few minutes of your valuable time, and afford him every assistance in your power to inspect such Plants as he may be interested in.

With best thanks in anticipation of any courtesies you may extend to Mr. Schwartzkopff,

We remain,

Yours faithfully,

BERGMANN-ELEKTRICITÄTS-WERKE
Aktiengesellschaft

Ainsworth



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INCORPORATED IN

AMERICAN WOOD WORKING MACHINERY CO.

90 WEST ST.
WEST ST. BUILDING

NEW YORK, N.Y.

June
Eighteenth,
1912.

Aug 6/12

Mr. Thomas A. Edison,
Llewellyn Park,
West Orange, N.J.

Dear Sir:-

Say come any time

We are addressing you at the request of Mr. William Roberg, an engineer in the service of the Russian Empire, in the Department of Forests of the General Department of Agriculture.

Mr. Roberg had the honor of visiting you at Menlo Park in '79, and has asked us to endeavor to obtain an appointment for an interview at this time.

The occasion for Mr. Roberg's presence here is an investigation being made by the Russian Government to improve their means for the housing of immigrants in Siberia. He is interested in your inventions for the construction of cement houses, and is of the opinion that such houses could be erected to advantage in places remote from timber supplies.

We hope you will find it convenient and agreeable to grant this request, and assure you that your compliance will place us under obligations.

Respectfully yours,

American Wood Working Machinery Company,

By

CMJ/FS.

[TRANSLATION FOLLOWS]

R. Diesel

Engineer.

D/Hc 8316.

München, den 20. Juni 1912.

Marie Theresia-Str. 33

Telefon 40995

Telegr. „Direkte München.“

Thomas A. Edison Esq.

Orange N.-J.

Ich habe die Photographieen, welche Sie mir mit Brief vom 3. Juni übersandten, erhalten und spreche Ihnen meinen herzlichsten Dank für dieselben aus.

Es ist mir eine grosse Ehre, mit Ihnen zusammen auf einem Bild aufgenommen zu sein und ich freue mich auch ganz besonders, dass Sie die Bilder mit Ihrer eigenen Unterschrift versehen haben.

Soeben erhalte ich aus New-York die Mitteilung, dass meine Photographie, welche ich für Sie bei dem New-Yorker Photographen bestellt hatte, nicht gelungen ist. Ich erlaube mir deshalb Ihnen als Postpaket meine letzte Aufnahme mit meiner Unterschrift zu übersenden.

Mein Besuch bei Ihnen ist mir eine sehr schöne Lebenserinnerung.

Ich verbleibe mit besten Grüessen

Ihr ergebener

Rud.

[TRANSLATION]

Sub. Vendors. Prize

Friend W. Edwin Esq.

Orange N.Y.

Received your letter of June 3rd with the enclosed photographs for which accept my warmest thanks. I consider it a great honor to be on the same station with you and wish to thank you especially for your personal signature which you write underneath the same.

I have received news at this time from New York that my picture which I had taken to present to you is not very satisfactory and therefore will send you as second class mail in letter to tomorrow with my personal signature underneath it.

The visit I would you will always be a pleasant remembrance to me in my future life.

I beg to remain with best regards

Yours Very truly
Israel.

See. Vir

Bethlehem Steel Company.

South Bethlehem, Pa.

G. M. SCHWAB.
President.

July 18th, 1912

Mr. Thomas A. Edison,
Orange, N.J.

My dear Mr. Edison:

Our Argentine friends are ready
now to visit your plant any time you say the word.
Will you please let us know when it will be convenient
for you to have them do so.

With kind regards,

Sincerely yours,

*Can come any time
after Aug 1st
Let us know on
telephone 14*

G. M. Schwab

Feb. 1934

MANUFACTURERS OF THE PERRY ELECTROGRAPH
THE DAYLIGHT TALKING SIGN

A. ST. C. PERRY, President

LINDA PERRY, Secretary

DIRECTORS
A. ST. C. PERRY
H. C. HAYDEN
LINDA PERRY
K. HANCOCK
ROBERT HARRIS

Perry Electrical Works, Inc.

OFFICE AND FACTORY

917 & CENTRAL AVE. LOS ANGELES

HOME PHONE 7133

ESTABLISHED 1934
INCORPORATED 1935

*Wendell
say some any time*

July 23d, 1934.

Mr. Thomas A. Edison.

Orange, New Jersey.

My Dear Sir,.

It has been my desire for many years to have the opportunity and pleasure of a personal interview with you.

I am starting for Chicago in August on matters connected with an invention on which I have been working for the past ten years, having at last completed and commercially ~~some~~ perfected same.

While in the East on this trip I should highly appreciate the privilege of meeting you and inspecting such portions of your laboratory, if any, as might be permitted, and the object of this letter is ask you whether a visit to your city in the early fall would be agreeable to you for these purposes.

Very Sincerely Yours,

Arthur H. Louis Perry

P/A

Visit

Bethlehem Steel Company.

South Bethlehem, Pa.

C. M. SCHWAB,
PRESIDENT.

Thomas A. Edison, Esq.,
Orange, N.J.

My dear Mr. Edison:

We have fixed upon Saturday,
August 17th, as the date most suitable to our Argentine
friends to visit your plant at Orange. We will motor
there, and probably drop in about 11 A.M. There
will be about fifteen in the party.

I trust this date will be entirely
convenient for you, and with kindest regards beg to
remain,

Sincerely yours,

Ernest Schwab

MEADOW CROFT.

August 1st, 1912

*Keep the informed of the
this = would like
Waring Pic -
Panama Canal
as soon as they
start pica -
arrange it*

*Notified Hutchinson
Mr. Macey Aug 11/12*

Edison

Bethlehem Steel Company

South Bethlehem, Pa.

August 14th, 1912.

C. M. SCHWAB,
PRESIDENT.

My dear Mr. Edison:

Mr. E. G. Grace, our General Manager, and I will accompany the Argentinians in their visit to your laboratory at Orange, N.J., on Saturday of this week, August 17th. It is our intention to visit your laboratory at Orange and not go elsewhere on that date. We shall leave here about 5:00 o'clock in the morning ^{in automobiles} and expect to reach the laboratory about 11:00 o'clock. I think we can definitely state that there will be twelve (12) in the party.

I am sending you by express to-day, twelve (12) of your photographs. Will you please autograph each of these photographs at your leisure so that they will be ready for the Argentinians to take away with them on Saturday. They would all be very glad to have your picture and they make this request of you through me.

I am looking forward with pleasure, as are our Argentine friends, to meeting you and seeing your laboratory.

With many thanks and kind regards,

Sincerely yours,

C. M. Schwab

MEADOW CROFT.

MEADOW CROFT.

A. Edison, Esq.,
A. Edison's Laboratory,
Orange, N.J.

MEADOW CROFT.

*Lib
Vest*

Bethlehem Steel Company,

South Bethlehem, Pa. August 16th, 1912.

C. M. SCHWAB,
President.

My dear Sir:---

I thank you for your kind letter of August 15th. We leave here to-morrow, Saturday morning, by automobile, at 7:30, and hope to reach Orange a little before 11:00 o'clock.

It is very kind of Mr. Edison to receive these friends. At the same time I want Mr. Edison to realize what a great man our friends from South America regard him. When I told them that before they returned to Argentina I would be glad to take them anywhere or do anything that would please them, they did not hesitate to say that what they chiefly desired to do in this country was to meet Mr. Edison. They said that they would appreciate this opportunity and that it would make their visit to this country a memorable one. I am sure that Mr. Edison will be glad to know this and want a great pleasure these gentlemen have in store for them.

There will be twelve (12) altogether, headed by Captain Gonzalez Fernandez. They are all highly educated gentlemen and speak English very well.

Sincerely yours,

C. M. Schwab

Mr. Wm. H. Meadowcroft,
Laboratory of Thomas A. Edison,
ORANGE, NEW JERSEY.

INTERNATIONAL ELECTROMOTIVE COMPANY
EXECUTIVE OFFICES
DETROIT, U.S.A.

Chicago Office, 3710 Racine Avenue.
August 17th 1912.-

Thomas A. Edison,
Orange, N.J.-

Dear Mr. Edison:-

On occasion of my visit to see you last week, - the first in many years, - afforded me pleasure in behalf of "Auld lang syne" and great satisfaction to see you looking so very successfully happy. - A continuing comfort for me, I find is being amplified in that your achievements have securely placed you in the order of the truly great of Earth. - Being associated with the early workers for the establishment of one of your first great achievements, has become an abiding joy. - That great opportunities are now open and calling for attention in behalf of Justice and poor humanity: is surely manifest in every direction. - Your published statements emphasize the situation most helpfully. - Please see a "good message" inclosed herewith. Upon its reading: I marvelled at its parallel's with my experiences and conclusions. -

As voluntarily suggested to you, I will try and give you brier and clear outline of conditions with me, and environment of my interests at this time, with view of having such suggestions as you may be pleased to make me. -

You will remember how difficult it was, in the early days, to interest capital in our new Industry, and how a new and unique style of financing appeared in Michigan during that period, which was given properties and expression under the title of "The Edison Exploiting Association of Michigan". - This Association embodied about one hundred of the most prominent Citizens of the State and was largely instrumental in securing the money to build Central Lighting and Power Stations at once in Detroit and Grand Rapids, Michigan and at Columbus, Ohio. -

There naturally grew out of this development a large and valuable business acquaintance for me in Michigan, Ohio, Indiana and Illinois, many of them engaged in Transportation. -

I believe your new Battery has merit and that a great field for it exists in common road and Railway Transportation and otherwise, and I would like very much to have you suggest any working arrangement you may think best for me to get the advantages of the strength mentioned above. - Early results would surely be secured in Michigan and surrounding States, and rapidly follow elsewhere. -

For nearly a decade I have been working on a "Direct System", where - in a prime mover - say a gas engine-electric - generator-motor Combination is employed to drive the Conveyance. - This interest is now being handled by the "International Electromotive Co." of Detroit, Michigan. -

This experience taught me that a Secondary Battery would also doubtless be used for certain classes of work, and now in that you have produced a dependable Battery, there is no reason in further doubt. -

Mr. Frank E. Kirby of Detroit, one of our Country's greatest Ship designers, tells me that he believes Electric Transmission will supersede the Mechanical on all Marine Craft. - This expression came about in

T.A.E. Aug. 17" 1912.

(2)

talking of some ideas being exchanged on the subject.- The fact that Mr. Kirby was among the first investors in the "Edison Detroit Central Lighting Station", should give strength to his opinions touching this feature.- He has always been one of the first to use Electricity on-board his Ships.-

You doubtless believe that improvement is possible in the transmission from batteries to the propelling means of conveyances.-

I have made some rough experiments in this direction which show that a greater coefficient can be had from the battery charge, of at least 20% and this, without complication of regulating structures.-

This improvement will reside partially in a special type of motor, costing not to exceed 10% more to produce than an ordinary series motor, such as generally used for battery service, and will partly consist in a new system of connecting Battery and Motor whereby more methodical or uniform mutual functioning of Battery and Motor will obtain, and in some measure neutralize the reactionary characteristics of the combination.-

This is now in tentative shape, and I have no facilities at present, for perfecting, or protecting it.- I would be glad to make any disposition of it you may suggest.-

I am now practically free from any active business, and it would make me feel as if I were returning to my Fathers House" should you kindly decide to give me a "Jack up" in some way you will know about best.-

I realize how valuable every moment of your time is and will conclude with:- that I have three fundamental combinations or systems.- Two are of the Electro-mechanical order, and one, of the Economic type.- Have outlined one of the first briefly, which pertains to Battery work, and will interest you most.- These are clean-cut and will make money and not trouble.-

All required is facilities such as you command without infringing on your time.- I will do anything with these (the result of my best life-work) you tell me is best.-

Would it be in line of the "usual" To perfect the Battery Combination in your Laboratory?.-

With all my best wishes,

Yours Sincerely,

John D. S. Ankle

Ex. 7 needs market

Mr. Edison:

Moars

You will remember that John R. Markle was here the other day and had some kind of proposition to lay before you. He was to submit it in writing.

Here it is.

Wm H Meadows of

Aug 21/12

*Let
write*

Bethlehem Steel Company,

South Bethlehem, Pa. August 22nd, 1912.

C. M. SCHWAB,
President.

Noted
AUG 24 1912

My dear friend Mr. Edison:-

I have returned to Bethlehem this morning from New York, after my very delightful trip to your Laboratory.

I wish I could convey to you by letter how deeply our Foreign friends and I appreciate your delightful entertainment and courtesies on Saturday last.

As I have so often expressed to you personally, I regard you as our greatest American, and this view is more than shared in by the friends who accompanied me; but aside from all your wonderful work, they are more pleased with your delightful personality. They tell me they are sending you a group photograph which they have had made expressly for you.

Again allow me to thank you for your great kindness and to express the hope that you may arrange for a visit to Bethlehem and have an equally enjoyable time.

Very truly yours,

C. M. Schwab
President.

Mr. Thomas A. Edison,
Orange, N. J.

*266
1912*

Bethlehem Steel Company,

South Bethlehem, Pa. August 22nd, 1912.

C. M. SCHWAB.
PRESIDENT.

My dear Mr. Meadowcroft:-

Referring to your letter of August 20th. I received copy of the group picture this morning. It is very good indeed. I shall be glad later on to receive the inside picture which you mention.

I shall long remember our very happy visit to the Laboratory on Saturday.

With kind regards.

Yours very truly,



Mr. William H. Meadowcroft,
Orange, N. J.

[TRANSLATION FOLLOWS]

ARGENTINE NAVAL COMMISSION
14 BETHLEHEM STEEL CO
SOUTH BETHLEHEM, PENNA.

Agosto 25, 1912.



Sir:-

Obligo á Vd. á distraerme un minuto mas de las tareas del Gran Inventor, y espero que su bondad me disculpe por ello, pero deseo reiterar las gracias una vez mas, en nombre de los oficiales á mis ordenes y en el mio propio, por la amable acogida que Vd. nos dispensó durante la visita efectuada á su establecimiento de Orange, N.J., y por la afabilidad con que el alto personal del mismo establecimiento nos dio unas horas de amena é instructiva distraccion,

Como una demostración de admiración sirvase aceptar mi distinguido Señor, la adjunta fotografia de todos los miembros de la Comisión Naval Argentina en Bethlehem, modesto pero sincero presente, simbolo de alta consideracion y de afectuoso respeto..

Muy sinceramente,

Javier Gonzalez Hernandez

Mr. Thomas A. Edison,

Orange, N.J.

[TRANSLATION]

53902-TRANSLATION:GRAU.

Where to the photo
August 23-1912.

Sir:--

I am, just for a moment, keeping your mind away from your great inventions, but I hope of your kindness you will excuse me for doing so, as it is my greatest desire to thank you once more, in the name of the officers under my command and in my own for the kind reception you bestowed upon us when visiting your plant at Orange, N. J., and for the courtesy with which the high officials of the plant entertained us for a few hours.

Distinguished Sir, as a token of admiration kindly accept the enclosed photograph of all the members of the Argentine Naval Commission at Bethlehem, a modest but sincere present, symbol of high consideration and great respect.

Sincerely yours,

(Signed) Yamon Gomah Fernan

Mr. Thomas A. Edison,

Orange, N. J.

John V. ...
Telegrams:- "Farmation," Glasgow.
Telephone:- WY3502 Douglas.

A. B. C. Code used.

Thomas A. Edison, Esq.,

Glenmount,

Orange, N. J.,

U. S. A.

MEADOW CROFT.

NEAR QUEEN STREET STATION.
OFFICE HOURS 9AM to 5PM.
Sundays 9AM to 1PM.
Transfer Hours - 10 to 5
Saturday 10 to 12.

44 WEST GEORGE STREET,

Glasgow, 28th, August, 12.

Dear Mr. Edison,

Since my interesting meeting with you in July, in seeing through your extensive Works, I must thank you and your assistants for the many kindness shown me.

As you are aware I am giving a series of lectures on your life's work, and already, some important engagements have been made for me commencing in October, in which several gentlemen of Title and high rank are to preside.

I have just had word from Mr. F. Dyer that several lantern slides illustrating the Phonograph and the Storage Battery, are being sent me, but I would take it as a Personal favour if you can see your way to send me many more as I wish to make these lectures very complete of your whole life's work.

May I mention such as first typewriter, telephones, telegraph apparatus, and first system of Electric Lighting if you have any proofs, also your many decorations, Presentations and if possible views of your Residences and Estates, Etc.

The British public dearly love pioneers, and looking to the fact that you are still so active and that the Press have had so many mystical Aladimical ideas of your existance, true facts are appreciated.

Telegrams: "Formation," Glasgow.
Telephone: ~ NP 3502 Douglas.

A. B. C. Code used.

NEAR QUEEN STREET STATION.
Office Hours 9 AM to 5 PM.
Saturday 9 AM to 12 PM.
Transfer Hours - 10 to 5
Saturday 12 noon.

44 WEST GEORGE STREET,

-2-

Glasgow, 28th, August, 12.

I trust you will see your way to oblige, and apologising
for encroaching on your valuable time,

Believe me,

Yours very sincerely.

Murdoch Berwind

P. S. A signed photo of yourself will be greatly valued.

Enc

See View

Aug. 29, 1912

Mr. Edison:

Dr. Jaques Bertillon, who is coming over, is the brother of Louis Alphonse Bertillon, the "finger print" man. They are both sons of Louis Adolph Bertillon, the inventor of Bertillon measurements.

Dr. Bertillon is Director of Bureau of Municipal Statistics. He has translated the report of English Board of Trade on Cost of Living, etc. as well as other similar reports. He is interested in everything pertaining to industrial conditions, etc.

Bachman

Lab. New



Hotel Belmont

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AND PARK AVENUE
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New York

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CONVENIENCE

ALL-RATES.

Room #317

August 30th, 1912.

Thomas Alva Edison Esq.,
West Orange,
New Jersey.

Dear Sir:

I should be very glad if you might offer
me the opportunity of a short conversation.

Lacking a personal introduction I may only
mention that I am present in New York as an Official Dele-
gate from Norway at the Eighth International Congress of
Applied Chemistry.

On Tuesday evening I leave New York for
Washington, but will return on Friday.

I am, dear Sir,

Very respectfully yours,

Auf der Linden-Lane.

say OK

Aug 9/4

11-2-1912
607
CHARLES L. EDGAR
CABLE ADDRESS
HAGE, BOSTON

70 STATE STREET
BOSTON, MASS.

Boston, September 4th, 1912.

Thomas A. Edison, Esq.,

Orange, N. J.

My dear Mr. Edison,-

Thank you very much for your letter of August 1st, regarding my twenty-fifth anniversary. I have a very distinct recollection of the morning I called on you in Menlo Park in 1883, and look back with a great deal of gratitude to the many kindnesses which you have shown me from time to time since that date. Your name has been an inspiration to all in the industry and I am no exception to the rule.

I had intended going over to New York today and going out to Orange tomorrow to see what arrangements I could make with you about your coming over to Boston during the Show. They tell me that there is a possibility of your going to the Edison Convention, and I am therefore putting off my visit to you, hoping to see you at the Virginia Hot Springs. If you are not there, I will stop over on my way back and try to persuade you not only to come yourself but to bring Mrs. Edison and stay two or three days with us some time during the month of October.

Yours very truly,

Chas. L. Edgar

Aug 1/92

Scarsdale N.Y. Sept 6/92
Thos A. Edison Esq -
Orange N.J.

My dear Mr. Edison

I want to thank
you very much for my kind
remembrance sent by Mr. Kitt of
Indianapolis and Sept Rhoads
who attended the recent
meeting of the New York Central
R.R. Sept. in New York.

I am here with my wife spending
a short time with my sons.

Fredrick & Ellis Halliday and
daughter & son in law Mr & Mrs.

D. H. Louden, If you are not
too much engaged, would be
glad to meet you some where.
My boys are in business in N.Y. &
go in occasionally.

With best wishes I am

Very truly yours

Geo F. Wallick

JOHN FAIRBANKS WALLICK

5 S. Main

Col. - New

Cable Address "Edison, N.Y."

From the Laboratory
Thomas A. Edison,

Orange, N.J. Sept. 12th, 1912

Wm

Mr. John Fahnestock Wallick,
Boarsdale, N. Y.

Dear Sir:-

Your favor of the 6th instant to Mr. Edison received, and contents noted. Mr. Edison directs me to write you that he can see you here at the Laboratory at any time you find it convenient to come out. However, it may be best for you to telephone to me just when you intend coming.

Yours very truly,

HFM/ES

SECRETARY

*Mr Wallick was here
while you were asleep
but should wait
HFM.*

JOHN FAHNESTOCK WALLICK	<i>Get Jim</i>
<i>Indianapolis</i>	<i>9:10</i>

BERGMANN Electrical Works

MACHINE DEPARTMENT



Telegrams:
"FULGURA BERLIN".

Codes:
ABC 4745 Ed.
LIEBERS
WESTERN UNION.



ROSENTHAL WORKS NEAR BERLIN

23-32 Oudenarder Str

Berlin N., Sept. 16th, 1912.

In reply please quote

Bnn/EMR.

Mr. Thomas A. Edison,
Orange, N. J.,
U. S. A.

My dear Edison:

This is to introduce Mr. Kettner, who is connected with the Foreign Office and who is crossing over to America by order of the German Government.

Mr. Kettner is very desirous of shaking hands with you and I should esteem it a great favor if you would give him a few moments of your time and have one of your lieutenants show him around your works.

Thanking you for any courtesy you may extend to Mr.

Kettner, I am,

Yours very truly,

Bergmann.

Walter Kettner
Walter Kettner
Schweizer Legationsrat
am. vortragendes Mitglied des Auswärtigen Amtes

Berlin.

Let. New

FREDERICK L. HOFFMAN
STATISTICIAN

THE PRUDENTIAL INSURANCE COMPANY
OF AMERICA
HOME OFFICE, NEWARK, NEW JERSEY

October
Third
Nineteen Twelve

Mr. Thomas A. Edison,
West Orange,
New Jersey.

WJ

My dear Mr. Edison:-

I wish to thank you most heartily for the exceptional courtesy extended to Sir Thomas Oliver during his visit to your office and the plant of the Edison Storage Battery Company. Sir Thomas enjoyed his trip immensely and I only regret that his personal interview should have been curtailed on account of other engagements.

It was also a great pleasure to me, personally, to meet you and I hope that some time in the future I may have an opportunity to go through your works more at leisure.

I remain,

Very truly yours,

Frederick L. Hoffman



PUBLISHED WEEKLY

CINEMATOGRAPH PUBLISHING COMPANY

ALFRED H. SAUNDERS, PRES.
JOHN A. WILKINS, SECT.
WILLIAM H. PETTINGALE, TREAS.

30 W. 13TH STREET
NEW YORK CITY
TEL. 4082 CHelsea

New York, Nov. 12, 1912.

John Pelzer, Esq.,
Edison Manufacturing Co.,
Orange, N. J.

Dear Mr. Pelzer:

ability
The Modern Historic Records Association are desirous, at their annual meeting, to be called shortly, according to the By-laws should be held the third Monday in November or within two weeks thereafter) a moving picture and photographic exhibition of educational or historical subjects, and I have been requested to come over, and interview Mr. Edison, obtaining his signature to a parchment and also a record of his voice in spoken speech for the occasion.

Will you kindly advise me what you can do to help me in this matter, and oblige

Yours faithfully,

Alfred H. Saunders

[ATTACHMENT/ENCLOSURE]

Lk
Hunt

Mr. Edison:

What do you wish
to say in reply to this.

Wm. H. Meadowcroft,

Nov 13/12

He can come over
but for various reasons
can't give record of
visit just now

SHAW

P.B. SHAW
PENNSYLVANIA BUILDING
PHILADELPHIA, PA.

CONF.

MEADOW CROFT.

November 13, 1912

*Adm. G. Labrecque has
very kind -*

Mr. Thomas A. Edison,
Orange, N. J.

My dear Mr. Edison:-

The contents of your letter of the 11th inst. was a surprise, and was indeed a curious coincidence; I am almost tempted to say I am sorry, however that would not be the real truth as I am rejoiced to learn that you have the money, which means, of course, less strain on you personally.

Isn't the proposition big enough to take my party along? I think if you and I were to talk the matter over we might find ways and means to do business.

I will go over to the laboratory some day next week if you care to discuss the subject with me, and of course, if nothing comes of it there will be no great damage done. At any rate, let me hear from you as to this last thought of talking the matter over.

With kind personal regards, I am,

Very truly Yours,

S-H.

P. B. Shaw



CINEMATOGRAPH PUBLISHING COMPANY

ALFRED H. SANDERS, PRES.
JOHN A. WILKINS, SECY.
WILLIAM M. PETTINGDALE, TREAS.

30 W. 13TH STREET
NEW YORK CITY
TEL. 4092 CHLSEA

New York, Nov. 18, 1912.

Thomas A. Edison Laboratory,
Orange, N. J.

Attention Wm. E. Meadowcroft.

Dear Sir:

In reply to yours of Nov. 14th I thank you for the promise of interviewing Mr. Thomas A. Edison, and it is my intention to attend with Mr. Larned of the National Modern Historical Association, Wednesday morning, 20th, about 10.30 to 11.

Yours faithfully,

Alfred H. Sanders

ANDREW F. WILSON, President
E. H. REMSON, Vice President

Wm. H. KOUWENHOVEN, Treasurer
H. C. De GRAFF, Secretary

VEHICLES LEFT WITH US FOR REPAIRS, STORAGE OR ON SALE, ARE NOT INSURED UNDER OUR POLICIES AGAINST LOSS BY FIRE.
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IMPORTERS AND DEALERS IN
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HORSE GOODS, DELIVERY WAGONS
AND IRON STABLE FIXTURES.



REPOSITORY AT
740-750 GRAND STREET.

Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:

As manufacturers and disburners of horse-drawn vehicles for the past thirty years, we begin to wonder what ultimate effect the electric and the gasoline truck is going to have on our general business. The writer contemplates a trip to Orange, N.J. within a few days, and would like to inquire if you would care to tell me your experience and your views upon the situation, provided, of course, he were to call at an hour that would be agreeable to you. There is a train leaving New York at 9:10, arriving at Orange 9:50. Would it be convenient for me to call on, say, Friday morning of this week?

Appreciating your courtesy, I beg to remain,

Very truly yours,

AWW/l.

Andrew F. Wilson

Brooklyn, New York, Nov. 25, 1891
MEADOW CROFT
say come anytime

*Sub
Work*

ANDREW F. WILSON, President
E.N. REMSON, Vice President

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W. H. KOUWENHOVEN, Treasurer
H. C. DE GRAFF, Secretary



ESTABLISHED 1892.
LONG DISTANCE TELEPHONE
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AUTOMOBILES.
STORAGE. REPAIRING.
RENTING.



MANUFACTURERS
IMPORTERS AND DEALERS IN
CARRIAGES, HARNESS, BLANKETS,
HORSE GOODS, DELIVERY WAGONS
AND IRON STABLE FIXTURES.



REPOSITORY AT
740-750 GRAND STREET.

Brooklyn, New York, Nov. 29, 1912

Mr. Meadoweroff,
c/o Mr. Thomas A. Edison,
Orange, N.J.

Dear Sir:

Under date of November 27th, I received from Mr. Thomas A. Edison a reply to a former communication in which I asked for a brief interview relative to electric propelled vehicles, and he suggested that I communicate with you and arrange for a meeting. It is not that I wish to take much of Mr. Edison's time, but I want to get at first hand some of his experience.

There is a train reaching Orange about 9:59, and if agreeable to you, would be pleased to go out on Tuesday or Wednesday of next week, December 3rd or 4th.

I await your early reply.

Very truly yours,

AWF/l.

Andrew F. Wilson

called

Solvents

A. F. KLEIN, D.E.,
PROFESSOR OF MECHANICAL ENGINEERING.
A. W. KLEIN, M.E.,
ASSOCIATE PROFESSOR OF MECHANICAL ENGINEERING.
T. E. BUTTERFIELD, M.E., D.E.,
INSTRUCTOR IN MECHANICAL ENGINEERING.

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E. L. JONES, M.E.,
ASSISTANT PROFESSOR OF MECHANICAL ENGINEERING.
F. V. LARKIN, D.E.,
INSTRUCTOR IN MECHANICAL ENGINEERING.

LEHIGH UNIVERSITY.
DEPARTMENT OF MECHANICAL ENGINEERING.
WILLIAMS HALL.

SOUTH BETHLEHEM, PA.

Mr. Thomas A. Edison,
West Orange,

N.J.

Dear Sir:-

In January, 1910, you kindly permitted me to bring a party of Senior Mechanical Engineering students to visit your West Orange Laboratories. The visit was most interesting and instructive and highly appreciated. I shall be very grateful if you will grant a similar privilege to this year's class. There will be about 14 men in the party, including myself, and we shall be in New York from Dec. 17th to 20th inclusive.

Last year you were unable to grant us a similar request as you had just had the American Society of Mechanical Engineers and some other parties visiting your laboratories, but you kindly intimated that you might grant us the favor at some other time.

Hoping to receive a favorable reply, I am,

Very truly yours,

P. B. de Schweinitz

Dec 10, 1910
11-11-10
W. C. C.
Yokum
so many
we had to stop
etc sorry

Edison General File Series

1912. Warren County Warehouse Company [not selected] (E-12-84)

This folder contains documents pertaining to the Warren County Warehouse Co., a subsidiary of the Edison Portland Cement Co. The one document for 1912 is a monthly statement sent to Edison on June 1, 1912, jointly signed by Herman E. Kiefer, secretary, and William H. Mason, treasurer.

Edison General File Series
1912. West Orange Laboratory - General (E-12-85)

This folder contains correspondence and other documents relating to operations at the West Orange laboratory. Included are notes from Edison to longtime associate Jonas W. Aylsworth, master machinist Robert A. Bachman, and other members of his technical and experimental staff. Also included are items by Edison's personal assistant William H. Meadowcroft; Walter L. Eckert, general auditor of Thomas A. Edison, Inc.; and Carl H. Wilson, general manager of TAE Inc.

Approximately 30 percent of the documents have been selected. The items not selected include receipts, printed material from employee events, monthly statement pertaining to the consumption of electrical current on the third floor of the laboratory, memoranda concerning street cleaning, letters of transmittal and acknowledgment, duplicates.

Cable Address
"Edison, New York"

From the Laboratory
Thomas A. Edison.

Memo. of
+ 2. inc. sub. count
Orange, N.J. Feb. 3, 1912.

Mr. J. O. Edison

Dear Sir: It gives me great pleasure to inform you
in behalf of the Laboratory Fire Association that you have been selected
Ex Officer ^{Head} of the Fire Association and we will be pleased to abide by
your advice and instruction. The Book of minutes and also the positions
assigned to the different men covering the various stations are open to
your inspection at any time.

Yours Respectfully
Ludwig O. H. Secretary

Ed- Friends
Neave

May 9, 1912.

Mr. Meadowcroft:-

The one lb. of Hydrate, as per your note attached,
left via U. S. Express today.

Walter A. Bachman

[ATTACHMENT/ENCLOSURE]

Mr. Bachman:

Mr. Edison wishes you to
kindly send one pound of Nickel
Hydrate by express to Mr. Charles
NEAVE
Neave, 5 Nassau Street, New York
City.

Will you please have it sent
by prepaid express today, if possible.

There is to be no charge
for this. It is a present from Mr.
Edison to Mr. Neave.

W. Stilladooroff

May 9, 1912.

W.S.X. P.P.C.

5/9/12

Ed. Ward

H. J. Shriver

6/19/12

2140 Hanson

~~Schriver~~

Harrison

I want
~~to~~ a hydraulic press
jump in your auto
to come over or Robinson
will get it Σ

Robertson Press

Printers Tool & Supply Co.

350 Ton

\$575.00

Thursday
morning
10 o'clock

Watson-Tailman

200 Ton

\$575.00

Thursday
morning
10 o'clock

Ed - Word

Bachman

Telephoned

7/5/12

I am under the impression
you have a SIX volt
starting dynamo ~~over there~~
not in use, we need ~~one~~ ^{one} ~~bad~~
in Disc Dept. Look around &
report what is nearest to it
E-11

Ed. Ward

Rec'd + Phones
7/22/14

8AM

How -

9.45 AM

Why not make 20 or 30

Batches of ~~long~~ Varnish
doped
with new materials, from

1 Obtain Chemicals, & send
them right over, we can
~~see~~ make them all up at
once & get quick results,
If you can get rid of chemicals
that are liquid at ordinary
temperature it will be
good - Want something that
~~long~~ melts at 150 or about
will you be home all day or
can you come over & see me ^{today} ~~tomorrow~~

Rome, N.Y. Aug 29/02

Dear George

Will you please forward my
mail to me at Mylie Park House,
120 Park Street, Rome, N.Y.
until further notice, & oblige

Yours very truly,

W^m Stilladowcroft

Ed. G. W.

Ans.
Sept 7 - 1912

Mylie Park House,
120 Park Street,
Rome, N. Y.

Sept. 4, 1912.

Dear George:

Will you kindly send my pay
to me at the above address by
registered mail. I will let you know
of any change of address.

I am glad to say that my
wife is getting along very favorably.
Her. is a serious case, but the
Doctor thinks she will come out all
right.

With kind regards, I remain

Yours very truly,

W. H. Meadowcroft,

P.S. Did Mr. Edison sign those 75
group pictures that were to be sent

by you to Dempsey & Carroll?

If not, will you please remind
him about it.

Kindly let me know.

Please put enclosed memo and
letter in Mr. Edison's mail basket.

Better have the letter copied by
typewriter first. His time is too
valuable to waste trying to read it.

Sub Q

September 5, 1913.

Mr. H. F. Miller:-

You will recall I wrote Mr. Edison a memorandum regarding carrying on the books, apparatus which is purchased by the Laboratory of an investment nature, and he approved of my suggestion. I wish you would see me regarding this at your earliest opportunity, as there are several things in connection with it that I would like to discuss with you, particularly with a view of carrying this investment on the Laboratory books instead of our own.

W. L. JES
[Signature]

WLE-JES

22. 8/12

Wylie Park House
120 Park St., Rome,
Sept. 13, 1912

My dear Mr. Miller:

Please accept my thanks for your kind favor of the 11th instant enclosing present week's salary. The previous one which George sent me was received the morning after I wrote you. I thought when I wrote my letter to you that possibly George might have gone away for a little vacation and the matter had escaped attention, but it seems it was all right anyway.

I am glad to say that my wife is making good progress towards recovery. She has had a serious time, but fortunately she is under the

care of an experienced specialist and is getting along well. It will be many months before she will have the full use of her right arm, but as long as the cancer has gone we can arrange affairs at home to meet the case. We hope to get permission to go home about the middle of next week. Please keep on sending my love here until I notify you to the contrary.

I note that Mr. Edison is still working nights. He certainly is a wonder.

With kindest regards to you all.

I remain

Yours sincerely,

W. H. Halloway

P.S. I suppose you sent off that letter to Johnson about Chambers of Commerce meeting

P. S. #2. A man named Van Valkenburgh
may turn up to try and interview
Mr. Edison for "Physical Culture". I
have written him telling him he
cannot have the interview this month,
but he might turn up - Block him
if he does.

If you see a package
here from Schellor, the book binder,
will you please put it inside my
desk so it will lay flat.

Wm

Sub Gpr

Sept. 18, 1912.

Dear Mr. Miller:

Will you kindly have
attached letter written and send
it after Mr. Edison has signed
it.

I am glad to say that
my wife is so much better that
we expect to go home Friday or
Saturday of this week.

My mail for me can
now be sent to me at 428 East
Main St., Brantton, N.J.

Hoping all is well with
you, and with kind regards to your
and all the boys, I remain

Yours sincerely,
W. H. Meadowcroft,

Ed
pford

Telegram

Oct 2, 1912.

Zenos W. Carter
53 State St.
Boston, Mass.

Impossible to attend tonight.
Am exceedingly busy.
J. A. Edgory.

See 3rd

October 9, 1912.

Mr. H. F. Miller:-

I am still awaiting a reply from you regarding the method of handling purchases which are made by the Laboratory, and which are of an investment nature, which have heretofore been charged to the several experimental jobs you are carrying on for us. I am very anxious to settle this matter, and wish you would see me as soon as possible.

W. A. Eckert
W. A. ECKERT

VLE-JES

Telephone

Aylsworth

WO want immediately

Enough Hexachloro

~~to make up~~ to make up

3 or 4 litres of

Vermish like

your 2293

Edson

Phoned to JWG, on Comdair 1st G.

2.15 P.M.

10/31/12

*See
you*

Mr. Dodd:

Make up at once at least 10 barrels of composition for
ciling roadways around factory. Mr. Leeming will obtain for you
the necessary fuel oil for this purpose, and when you have the
mixture made up, or any part of it, advise Mr. Bird and he will arrange
to have it put on the roads.

11/27/12.

C.H.W.

Copies to Messrs. Edison: ~~Edison~~ Leeming: Bird: Wurth.

Sat Jan

Billed
12/4/12
M. Miller -

7/2/12
@ 50¢ a piece

Two prints have been
delivered to each of the following for
copyright purposes
Edison Storage Battery Co. (# 3152) ✓
Thos. G. Edison Inc. (# 3153) ✓
Edison Phonograph Works (# 3154) ✓

Thos. G. Edison Photo Neg. # 1116 and 1117

Mr. H. F. Miller:

Dec. 6, 1912.

The way this letter is addressed would indicate that it was intended for you. If you cannot locate this up there, return it to me and I will search further.

I. W. W.

A. S. Mr. Haggerty says Brady did not send it.

*Mr. Muddel
Did any body
own these shoes
No can? H. J. L.
No
mud*

[ATTACHMENT/ENCLOSURE]

SIR JOHN BERNSTROM, President

RICHARD R. BOWKER, Vice President

FRANCIS J. AREND, Treas. & Genl. Mgr.

RALPH BEDDARD, Asst. Sec'y

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THE DE LAVAL Separator Company
SOLE MANUFACTURERS OF THE
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THROUGHOUT THE WORLD
AMSTERDAM, LONDON, NEW YORK,
POUGHKEEPSIE, CHICAGO, MONTREAL,
20 DISTRICTS IN THE WAREHOUSES

CABLE ADDRESS
LAVALCO-NEW YORK
FIFTH A B C CODE

165 BROADWAY
(COR. N. Y. & BROADWAY STS.)
NEW YORK, Dec. 3, 1912

Mr. Thomas A. Edison,

Orange, N. J.

Dear Sir:- Mr. H. F. Miller, Secy.

We have word from our Poughkeepsie Works that they have received from you a can of material, which we assume to be something which you have sent there for experimentation in our centrifugals.

However, before running this we would like a little more information from you as to how to treat it, that is the temperature at which it should be run, how much water if any should be added to it, the capacity desired, etc.. in fact any details which will assist us in accomplishing the desired results.

Upon receipt of your information in this connection the matter will have our prompt attention.

Yours truly,

THE DE LAVAL SEPARATOR CO.

1912 - no - said might be too much
Dec 29, 1912

Dear Sir:-

I have been thinking
that we have not shipped any
thing to their outside of 1912
and we are not.

Edison General File Series
1912. West Orange Laboratory - Hutchison, Miller Reese (E-12-86)

This folder contains correspondence and other documents pertaining to the supervisory duties of Miller Reese Hutchison, who became chief engineer of the West Orange laboratory in August 1912. The documents are mainly Hutchison's carbon copies of his communications to Edison and others, although there are also a few original letters bearing Edison's marginalia. In addition to communications concerning administrative procedures and record keeping, there are items relating to changes in the physical plant, such as the construction of a windowless, concrete structure alongside the galvanometer room and the proposed addition of "a ladies room in the laboratory" for the convenience of women employees and guests. Also included are a memoranda and drawing regarding the proposed allocation of work and storage space on the third floor of the laboratory.

All of the documents have been selected.

Sub Gen

February 1, 1912.

Mr. Edison,-

I am leaving Wednesday noon for West Point, where I have been invited to have dinner with the Officers at the Military Academy, and spend the night, giving a lecture before the student body at 9.30 A. M. Thursday.

This will not do us any harm.

M. R. H.

M. R. H.

(Photo. - Advertising ?)

March 5, 1912.

Mr. Edison,-

That Essex Press in Newark has exhausted my patience. It has been at least three and one-half weeks since we submitted proofs of the electroes they prepared subsequent to our electroes being burned up in their fire. They had only 6,500 sets of these reprints to get out. I have sent down several times, to find when they will be delivered. They promised faithfully to have them here last Saturday. They have not yet appeared. I have therefore written them that unless they are received on or before Saturday the ninth instant, we will refuse to accept them. I hope you will back me up in the matter. It is the only way I can get action on anybody.

(H. R. Harrison)

Mr. Edison,

The status of the Chief Engineer of this Laboratory is not understood at all by the men. Heretofore there have been so many bosses/ owing to lack of initiative of Bliss, that everyone looks on him as a figure head. As I have no desire to pose in such capacity, I want it understood that I am in charge, of course under your supervision. So please sign this notice which I will tack up Monday morning.

Hutch.

[ATTACHMENT/ENCLOSURE]

Cable Address "Edison's New York"

From the Laboratory
Thomas A. Edison,

Orange, N.J. AUG. 12 - 1912

MR. M. R. HUTCHISON

IS HEREBY APPOINTED

CHIEF ENGINEER OF THIS

LABORATORY- AND AS SUCH
IS IN FULL CHARGE

August 19, 1912.

Mr. Edison,-

I have a manufacturing proposition for our
Electrical Department:

At the request of Admiral Dewey, I designed, built,
and installed an instrument for showing the speed of warships,
in June 1908. The original installation on the U. S. S. TACOMA,
remains in the same calibration as when installed.

This installation caused to be awarded to me the
contract for equipping the U. S. S. FLORIDA at a price con-
siderably above the price of other tachometers. The in-
stallation was made and passed without a single criticism.

It remains in satisfactory operation.

I now want to proceed to market this tachometer
aggressively. In talking with the Argentine Navy men Saturday,
they ~~expressed a desire~~ ^{expressed a desire} to receive full details. I am quite
sure I can put one of these tachometer sets on each of the
warships they are having built.

I can also place them on the American warships.

Quite a number of railroads are using them on
their locomotives. The NORTH STAR of the Mutual Transit
Company of Buffalo has one installed, and operating perfect-
ly. The Massachusetts Institute of Technology is using one
of these tachometers as their standard of calibrating the

speed of a model boat they have built.

My idea is to have the manufacturing done by our electrical department. I will sell the apparatus. The electrical department will bill me with same, and I will in turn make payment of bills. I will stand the advertising and selling expense.

I prefer to have this made in the Works than outside, and as I want to proceed aggressively in the matter, and also wish to put some work into our electrical department, I thought you would be willing to have the same done here.

The instrument is really an assembly of readily obtainable apparatus. I use Bosch Magnetos, and G. E. dynamometer type voltmeters. The watertight cases etc. we can have cast by the Lovell-McConnell Mfg. Co., and machined by Sloan and Chace of Newark. The assembly can be made and calibration done in the electrical department. It will therefore run into very little expense as far as equipment is concerned.

Respectfully,

Lab. - F. ...
8/30/12

Mr Edison:

For purpose of facilitating
the work on Loading ma-
chines, etc, I am calling
a meeting on

Tuesday and Friday
of each week, from 3-4 PM
There will be present

Bachman

Rogers

Vorland

Nicolai

Luhr

Audison

Stuttsman.

to held in Library.

W. H. P.

W. H. P.

for you 91.

Harry:

It now takes about 2 to 4 hours for an experimenter to get any stock from Photograph Store room. Valuable time is lost while the red tape is being followed.

I have worked out a scheme with the J.A.S. Inc. whereby I have slips printed, calling in T.A.S. Inc. Stock Broker for certain material, as filled out by the experimenter. I ask this slip before the boy goes after the material. The Lab. Shop Order of the job is put in the slip. At the end of each week, J.A.S. Inc. will bill the Lab. for such material, stating Lab. S.O. on each item. You

will have carbon copy of the
original order and can
check up.

In this way everybody
is attended to in a hurry.

MAY

9/1/12

This has been approved by
CHIV.

See you

9/4/12

Mr. 1st -

Ship order to
com. making of base
pattern of A-12 grid
separator as per B/P C-652
of 2000 cu.

This to be turned
on to Grayson with whom
completed, to see if his
new mixture will hold
up for this work in
place of hard rubber

MRA

Mr Edison: Dutch

The attached explains itself.

The attending is to
get a male steam pump
in her place and exclude
lady visitors, or put
in a toilet.

Which?

Simon.

Where could we put
in ladies toilet —

Σ

[ATTACHMENT/ENCLOSURE]

Sept. 16th, 1912

Dear Mr. Hutchison:-

There is a matter of great importance to me which I am forced to call to your attention, and as I cannot seem to get an opportunity to speak to you alone, I take this means of imparting it to you.

I presume you are aware of the fact that there is no ladies' room in the Laboratory and that I am obliged to go down to the top floor of the Office Building. This is a great inconvenience, as you can no doubt realize, and also incurs a great loss of time. I do not mind it so much during the summer, but I do object to it in the winter, as every time I go out I have to don my hat and coat, (which also makes it rather embarrassing for me being among a lot of men) and it really does not seem fair that I have to go way down to the Office Building in all kinds of storm and weather. Do you think so?

Another thing - several times lady visitors have come to me and I have been obliged to trot them down to the Office Building, which they considered ridiculous, especially for a place like the Edison Laboratory.

Now, Mr. Hutchison, I hope that you will look at this from the proper standpoint and do what you can in this respect, for which I will be very thankful to you.

Very sincerely,

Emily Sieder

Mr Edison -

The toilet for female
stenographer would cost
about \$100⁰⁰

Cheaper to give the
stenographer and hire a
man to take her place

9/17/12

Hutch.

Sept. 16, 1912.

Mr. Hutchison,-

Pat Brady says the reason we cannot get stationery, printed matter, etc. here immediately, is that he has received orders from Mr. Edison to order all such matter from T. A. E. Inc.

Mr Edison:

The length of time taken to
get printed matter through J. A. E. Inc.
is about three times greater than I
can get it through my Sp. R.
or Storage Battery.

Have you any objection to
my ordering such through my
Department.

Hutch.

[ATTACHMENT/ENCLOSURE]

McClenny
Howe County
Zoning

[ATTACHMENT/ENCLOSURE]

Hutch = Sept. 17th, 1912

Mr. Edison:

This sits them up —
Referring to the attached: *E*

Notwithstanding any statements to the contrary, there has been no delay, as far as the Advertising Department is concerned, in producing forms of printed matter for Laboratory use. I talked with Pat Brady to-day and asked whether he had any complaint to offer on the service generally and he replied "no."

The form he referred to specifically in his conversation with the one who wrote Mr. Hutchinson on the 16th, was a Gatekeeper's Pass which was ordered on Brady's requisition #14595, dated September 10th. The order was for 50M and reached me on the 11th—last Wednesday. The same day I placed a rush order on one of our printers for the job. The copy was not particularly clear, so the safe thing to do was get a proof before printing. This proof reached me on the 13th (last Friday); I mailed it back the same day, and it reached the printer on the 14th (Saturday). On a run of as many as 50M it is economy to make electrotypes instead of running the form simply. (This is obvious). The plates reached the printer to-day and the forms are printing now. The specifications call for the collating of the passes in pads of 100. The printed forms will not be dry enough to handle for padding until to-morrow. Delivery of the completed job will be made to-morrow afternoon.

We haven't lost a moment on the handling of this form. It could have been produced quicker, but we were not advised by Pat Brady that he had to have it immediately. There aren't a dozen concerns in the country getting any better service on printed matter than we are getting, and can get, nor are there any more getting work as cheaply, considering its quality.

I think we are better equipped than the Storage Battery Advertising Department to handle Laboratory printing and I hope you will let us continue with it.

If necessary, I will have Pat Brady set a definite date of delivery on every order and meet that date. Although in so doing we may have to pay a little more for some of our jobs than at present.

L. W. McGeheeey.

Sept. 17th, 1912

Mr. Edison:-

With Nicolai bending every energy in getting out 1/4" and 1/8" tube loading machines, Philpot now comes on the carpet again for 12 reaming lathes still due. He reports that Wilson has told him to put on day and night shifts and double his production.

He has also sent an order for 20 additional cushioning machines (each amounting to a number of cylinders and whirling them around to try the rubber solution placed within them). Parts of these machines were made on the outside and assembled here. Cannot all the machines be made on the outside?

Aiken wants a second edging machine and also wants another extracting machine, the orders for which are in Nicolai's and Luhr's departments.

The 15 trucks Aiken has for his plate holders will have to be reconstructed, as the present plate holders are only half the depth of the ones first designed for the truck. This means about 60 extra grids to be made and all the trucks taken apart, the wheels turned and made absolutely level.

We have just completed the leveling up of two of Aiken's baking ovens. He is now asking for the other two to be leveled up in like manner, which means another week's work.

All of this work seems to be unloaded on the Laboratory when we are trying to do some experimenting. Hope this will let up soon.

Over \$1000⁰⁰ put in on disc record job by Nicolai's room alone last week.

MHH/ES

CHIEF ENGINEER

117.77
Please note
Advised See you

October 7, 1912.

Mess. Wetzel & F. Brown,
Copy to M. R. Hutchison

I wish to advise I have arranged with Mr. Hutchison that in the future when his people require any material from us to be used in connection with experimental work being carried on by the Laboratory, they will use the attached form which is practically the same as our own material slip, except that the material procured on these slips should be turned over to Wetzel who in turn will make out a material sheet, forwarding sheet to Brown to render a bill weekly. Wetzel should arrange to advise the different stock keepers to deliver material on these slips, but to be sure that the slip states the Laboratory Shop Order the material is to be charged to, furthermore ~~it will~~ ~~we~~ each slip should be approved by either Mr. Hutchison, or in his absence H. F. Miller.

There will be no question about having these slips passed, inasmuch as when any slips are made out, a duplicate will be forwarded to Brady of the Laboratory, who in turn will check same with our bill when rendered. This does away with the Laboratory making out a separate requisition to procure any material, and also the handling of these requisitions when received by us.

Wetzel should also advise all of his stock rooms that whenever one of these slips are presented to a stock room of Thomas A. Edison, Inc., the stock clerk should change the reading of the ticket to Thomas A. Edison, Inc.

If there are any comments you wish to make, kindly see me.

W. L. ECKERT.

WLE-JES

Mr. Hutchison:-

Regarding new method of procuring material from our stock rooms, the above is a carbon copy of instructions I am issuing to our Procurement Department, which I trust you will find satisfactory. You will note that I advised rendering a bill weekly instead of monthly, inasmuch as I think it will simplify the method of handling by rendering it in this way, as the items may be so numerous during a month that it would make it cumbersome to check.

W. L. ECKERT

Let. Gen
Meister
Nicola #3142 11/1-12

We will erect a solid
concrete building
alongside galvanometer
room - about 15' x 20'
x 10 ft high, with no
windows + a steel
door. Cement floor.
Steel shelves.

As soon as Dinnidde
gives me sketches of the
shelf arrangement he
recommends I'll have
it laid out.

10/23/12 MRM

Please issue S.O. to
me & oblige He

10/24/12

Mr Edison

I really cannot see that Anderson is earning the money we pay him. John Rogers is the man to whom he has to go to get information on the work in hand when I ask him, and Rogers is running the drawing Room. All Anderson is doing is to chase around to the 3 or 4 largest concerns having our work in hand & bring them his reports are not satisfactory.

When sifted down to bed rock it is readily seen This man is about 90% bluff. He lacks hustle and is a detriment instead of a help. At present moment is working on his automobile MCH

10/24/12

October 25, 1912.

Mr. Hutchinson:-

In connection with the attached slips, I return them to you inasmuch as they are being used incorrectly. These slips as you know are intended only for material which you wish to procure from our stock rooms in a hurry, as as not to hold up development work being carried on by you, on account of complicated system.

The slip covering Galvanized Iron top covers for Varnish Plate Racks, I assume is in connection with the equipping of the Disc Record Plant, for which you have an experimental order from us and also an Edison Phonograph Works shop order to cover any work in connection with making of equipment for this plant, consequently it would only be in order for you to send a memorandum to have this work done charging it to our own shop order instead of a Laboratory shop order.

You also sent us a memorandum on a material slip to run a six inch steam line from the Laboratory boilers to our Blue Amberol Record Department. This order should have been sent to us on a regular Laboratory order blank, or if we are to do the work, and as it is work of a nature that is not experimental, but merely accomodation, I think it would be no more than fair for you to forward us a memorandum, allowing us to issue our own shop order, thereby saving an advance of 50% on labor if the work was charged to one of your shop orders and then billed by the Laboratory to us.

Will you kindly advise me regarding this matter at your earliest opportunity, inasmuch as I am holding up the data in connection with the steam line.

WLE-JES

V. A. ROBERT

10/26/12

Mr Edison -

The attached explains
itself.

I have defond putting this
up to you to decide as this
is the man I told you is
the sole superior of our
matter and could not get
anotion yet any easily.
Im said our matter not
for a few days.

I do not want the
responsibility of returning
him without your knowledge
and consent.

11/26/12

W.M.H.

Mr. Edison - *OK 10/28/12*

Sometimes there a half dozen
new waiting to see me in my
office while Mr. Wilson, Durand,
etc etc are discussing matters
we do not wish to be known
all over.

Until the House Lighting Dept.
gets well established I will have
to steer it.

Until Kammerhoff gets
straightened out I will have
to steer him on business end.

Therefore, if you don't mind,
I will ^{Kammerhoff} use the room next to
my office as desk room for
Kennedy, Kammerhoff, and
waiting room for outside visitors
to see me on various matters
pertaining to the business.
Hutch.

McEdison:

10/29/12.

- 1- Why not put Simpson, (Moore's man now in little room in Sinwiddie's Dept) in same room with Pieman? They are on allied subjects + Moore seems to think Simpson should be in a room rather than in the open as you suggested. But you said no more private rooms.
- 2- Acting on your instructions. I am proceeding as follows:
 - a- preparing to remove, classify and store all models on + in glass front shelves 3^d floor.
 - B- Remove all partitions on side toward ~~the~~ yard, 3^d floor, from Toilet to Sinwiddie's Dept.
 - C- Remove partition enclosing room in corner of Sinwiddie's Dept.
 - D- Increasing work room space.
- 3- Mr Harry Miller desires the little room now occupied by Sally, as a private office for making up pay roll etc. Now

the money, on pay day, is scattered
over the table in office, when people
are coming in and out.

Sally purges other side of Bldg.
as he hasn't room to handle the long
glass tubes he sometimes has to work.
He can go in the open space, referring
to in "2nd".

4 - Holland is compelled to experiment
over in Electrical Dept. because
of noise and small space
in music room. He can
go into open space also.

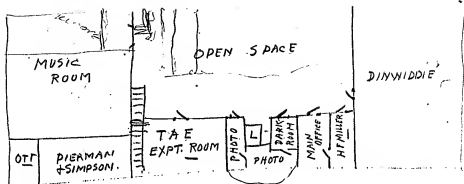
5 - Is there any reason why
the little cubby holes in
music room should not
be removed?

6 - The men engaged in repairing
records in small room
of music room are constant-
ly interrupted by visitors.
Why not put them in
Went's Department, Bldg 24?

7- Of course this can't be done
in a day, but I want to
lay my plans to prevent
constant doing over of
work that occurs if
our thought is not given
a matter.

max

[ATTACHMENT/ENCLOSURE]



PROPOSED
PLAN OF
3RD FLOOR
LABORATORY.

Man

Mr. Edison -

For as interrupted so
much by others that I
have decided to submit
everything to you that needs
your sanction, by
memorandum. Then you
can read + instruct
at your convenience.

So don't think because
you don't see me often,
that I am not on the job.
Hill

10/30/12

Middleton

This is a sample report
of committee meeting in 1/4"
looking members ready,

By glancing over this
report you will see the
advanced state of the
work

Timothy

1813/12

McKisick

I am having weekly reports
from all heads of Departments.
Powers is included
Hawthorn his report
Please return all these
reports to me

Hawthorn

11/3/12

Mr. Edison -

Anderson's reports as to the condition of the work we have outside are so vrsy and lacking in detail that I am getting worried as to the actual condition of the work.

I am therefore sending Nicolas to Capt Prince and Munson and will for a day to go over each place I had me a detailed report. He is a practical man and a hustler.

Hutch

11/6/12

Edison -

On the left hand side of
music room, 3^d floor front of
Laboratory, there is a
platform about 6" high.

I can use it if you
don't want it.

Hutch.

11/12/12

Edison General File Series
1912. West Orange Laboratory and Associated Companies -
Letters and Reports to Edison (E-12-87)

This folder contains letters and reports that were written to keep Edison informed about laboratory and company operations while he was vacationing in Florida in March-April 1912. Included are references to Edison's country house lighting system, the development of an electric starter for the Ford Motor Co., tests on Lansden vehicles, experiments with nickel hydrate, and other work involving alkaline storage batteries. There are also reports concerning Edison's motion picture interests, including the development of sound motion pictures, color photography, the Home Projecting Kinetoscope, and educational films. Additional reports relate to the development of the disk phonograph, the Blue Amberol cylinder record, an Amberola concrete cabinet, and new reproducers for cylinder phonographs. Some of the reports mention visitors to the laboratory such as industrialist Henry Ford who discussed the electric starter with Donald M. Bliss, Edison's chief engineer, and William G. Bee, manager of sales for the Edison Storage Battery Co.

The reports were prepared by department heads and other employees including William W. Dinwiddie, Ignacy Goldstein, Ludwig F. Ott, Charles Poyer, Harold H. Smith, and Selden G. Warner. They were transmitted to Edison by his personal assistant, William H. Meadowcroft, who generally prepared a summary letter along with the individual reports. Many of the reports mentioned by Meadowcroft are not in this folder and are most likely scattered in other folders in the Edison General File.

All of the documents have been selected.

17
Mr. Dyer:
Kindly read and
return
Wm. H. Dyer

(Copy)

March 13, 1912.

Dear Mr. Edison:

The following is the news
I have collected around the place
today:

Mr. Weber says the disc reproducer is
coming along nicely. He has a special
man on the job and the tools are done
and a batch of parts have gone to
assembling room. Tools are also practically
ready for the three disc machines. Mr.
Weber is having a turn over in his
Inspection Dept. Two days ago he let his
Chief Inspector go, and today 3 of his
subordinates. He is reorganizing his
department and putting more help on
and will get better and quicker work.

done than heretofore.

Ac. Wurth has not much that is new to report today. He says he is following up the disc gold plating process every day and is perfecting it. Mr. Bliss is going to New-York this afternoon to see about glass jar for the apparatus. Wurth says the drilling and centering machine will be ready today.

Mr. Philpott He is waiting for Mr. Cullough to put in his steam main. Full instructions have been given, and the fittings are ordered from Anderson. Mr. Philpott says he is making records for Committee to pass upon.

Mr. Clifford says that the tailings and the "slimes" from Anaconda have arrived here, and that he will have something interesting to tell you shortly. There are 2,000,000 tons of slimes that will average $2\frac{3}{4}\%$ of copper, and 35,000,000 tons of tails that will average 1 per cent of copper.

Niksen says the carpenter work on 4th floor of building 24 is practically completed. The framework for 2 ovens is set up on same floor. He expects the oven in building 21 to be finished and steam turned on by end of week. Otherwise, he says you were pretty well informed as to status of his work when you went away Saturday.

4

Dr. Goldstein says he is at work on the experiments and analyses you left him to attend to, and will have a report to make next week.

Dally. I send you reports from
Petit. these three on separate
H. H. Smith. sheets.

Mr. Bliss reports as follows:

As to Gold Modeling Machine, that it is under way in the shop, and the glass covers are ordered;

As to Cement Cabinet, The sample car is in today, and is being fitted up for holding moulds;

As to House Controller, The second Controller is being assembled today, and

will be sent out on an outside order after testing; the patterns are being made for 12 commercial samples, final design; also that 12 motors are being made up for same;

As to auto Starter. The present outfit tests out O.K. and Mr. Bliss is waiting for Ford's man to inspect and test it. As to Delivery Wagon. This has been measured up for wear, and the figures will be sent to you in a separate report.

Moore reports as to German silver plates and transfers that one was transferred yesterday for Wurtz's work and the surface was very fine. Three other transfers have been made today,

one for Worth's work and two for Wilson's work. They all came out good and with a better surface than from Monell metal. More transfers will be made tomorrow. Yesterday Moore went over to Glen Ridge to see the German Silver people, and they promised to go over their rolls very carefully to get out pin holes, &c, so as to give the metal a good surface to begin with. Moore says they are anxious to get the business.

Worth tried two transfers from Brass plates nickel plated, and while they came out pretty good, they did not compare with the German silver.

Moore says that his man who does the polishing says he can produce a surface on German silver 100% better

than on Monell metal and, beside, it can be done cheaper.

The Pratt & Whitney people have been helping the Monell people to get a finer surface, but so far it does not compare with the German silver. Moore says that the varnish leaves the German silver as clean as the Monell metal.

New Reproducer for Cylinder. Work on this is in progress, but Moore says it will be next week before there is anything of account to report.

Storage Battery. I enclose daily report of sales, and also a memorandum of Mr. Thompson to Mr. Rice about the

8

Pennsylvania RR Co's attitude in
regard to battery prices.

I trust that by this time you
have enjoyed some good fishing and
are feeling the benefit of the change.

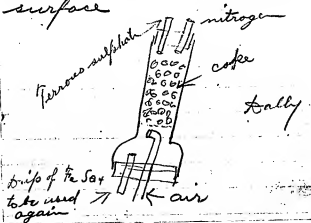
Yours very truly,
(signed) W. H. McAdams

[ATTACHMENT/ENCLOSURE]

Report of Mr. Dally

March 13 - 12

Mr Edison. The best results obtained up to date was by passing air in a red hot iron pipe containing coke with the necessary purifying bottles. I thought that process too expensive. To day I will try passing air through a drain pipe full of coke and have ferrous sulphate percolating through to give a larger oxidizing surface



[ATTACHMENT/ENCLOSURE]

REPORT OF MR. PETIT

March 13, 1912.

HARD RECORDING BLANK

Am working to eliminate the air-holes, pits or gas bubbles that are present in the Dope I have given to Mr. Holland and Mr. Higham for test.

Mr. Holland reports that the consistency of the Dope is all right for his use. Mr. Higham reports that he fails to notice any improvement with the new hard Dope over the regular Master wax. He finds the new blank more difficult to shave and the structure a little coarser and contains air-holes.

I am working now to produce a new compound that will not embody those two objections.

The formula of the Dope I have given for test to Mr. Holland and Mr. Higham is as follows:

[ATTACHMENT/ENCLOSURE]

(2)

Tetra Cl. Nap.	56
Stearic Acid	40
Synthetic Camphor	8
Carbonate of Soda	10
Shellac	114.

My observation of this combination is that an emulsion is formed which crystallizes on cooling. But if allowed to cool slowly, the ingredients harden- set or crystallize, one after the other, to form a coarser structure than when compulsive cooling in ice-water- and the quicker it cools the finer the structure. This may explain the reason that the large cylinders I have given Mr. Higham show to be of coarser structure--the larger body did not chill as quickly as the smaller cylinders.

PETIT.

[ATTACHMENT/ENCLOSURE]

REPORT OF H. H. SMITH

March 13, 1912.

BISMUTH

The cell we have been running on "Endurance" at 130° F. for 50 runs, gives on the 5th cold run (15-hour charge) after the hot runs only 195 to 1. V., 207 to .9 V. and 222 to .5 V. This is not nearly in proportion to the output obtained in small cells. We have not hit the mark yet.

Two Bismuth cells have been arranged so that the can may be connected to the negative pole on charge and disconnected on discharge. Four 15-hour runs have been given under this arrangement but as yet no change is noted, the cell yielding between 190 and 195 to 1. V. The fact is the output runs a trifle lower than it did before the can connection was made. In this case I think we might expect a longer time to be necessary before any results will be

[ATTACHMENT/ENCLOSURE]

(2)

apparent.

SEA WATER

Two cells. Sea water is used exclusively in filling the first. Distilled water is used for the second except that 100 c.c. of sea water are added each week.

After 60 runs the first yields:

153 to 1 V., 205 to .5 V. on overcharge.

133 to 1 V. on 7-hour charge.

The second yields:

180 to 1 V., 203 to .5 V. on overcharge.

160 to 1 V. on 7-hour charge.

The effect is apparently just a matter of voltage, and not capacity.

MELTED NATURAL ICE

The two cells that have been filled exclusively with melted natural ice after 70 runs yield about 184 to 1 V. and 194 to .5 V. on overcharge. No ill effects yet.

[ATTACHMENT/ENCLOSURE]

(3)

HEAVY STOCK Fe POCKETS

The two cells you had made up with
pockets of .005" stock are improving.

	<u>1 V.</u>	<u>.5 V</u>
2nd run (15 hr. charge)	153	172
11th " "	176	187
6th " (7 hr. charge)	142	
14th " "	163.	

JOHN MILLER'S HYDRATE WITH COBALT

Still poor. Average about 147
to 1 V. on 7-hour charges.

NEW COBALT EXPERIMENT

The plates you treated with cobalt
in Chemical Room are still soaking. The
water still gives test showing the presence
of ohloride. The water is being changed
daily.

H. H. SMITH.

Mr. Dyer:
Kindly return after
reading. W. H. Kellogg

March 15, 1912.

Dear Mr. Edison:-

I enclose reports from various parties, as follows:

Maxwell as to production of Home Picture machines; also copies of minutes of meetings of Sales and Advertising Committee.

Billy Bee as to sales of storage batteries.

Harper's photo. of top of small disc machine with his remarks. This top has been pressed up with the male die No. 2 that I mentioned in a previous letter. It is not quite right, and another casting will be machined up. Harper says that the top cannot be made in one operation. The blank will have to be punched first, with the two holes, and then formed up separately.

Dinwiddie is at work on his models and will soon be ready to make his first films. He is also putting in a little time occasionally on the card index of the subjects mentioned in your list, classifying, cross-indexing and expanding. He was down here this morning having a little talk with me, and incidentally proposed a new idea, which I think will interest you, as it seems good. It is this: That we can make pictures of many industrial operations right here at the plant cheaper

Mr. Edison - 2

and easier than to have an operator go to a factory away from here. For instance, we could hire or buy a knitting machine, and photo the operations at our leisure and just as we want to show them, - better than could be done in a factory. Again, in spectacle making, lens making, etc., the apparatus and machines could be readily gotten together and operated here to much better advantage than could be done in some one else's place. Beside, in this case, the successive operations could be better shown if they were under our own control. This plan would be applicable in a great many cases, and it would seem worthy of consideration.

Mr. Beach happened in with some friends, and said I might tell you he received an order from the Chicago and Great Western R.R. for a car; also that he has a third order from Rock Hill.

Moore says that Aiken took three transfers for commercial blanks from the German silver plates and they were very fine surface; better than Monell. Aiken was much pleased with them.

Moore also says that Wurth took three transfers for sub-masters from German silver. One was very good, but the others had one or two spots each in the transfers. He thinks they are due to imperfect cleaning and drying.

Wurth also took three transfers from nickel-plated brass plates, and all were very good.

Mr. Edison - 3

Moore is going ahead with the new reproducer for cylinder records. He was working on it himself last night.

Wurth says he is pushing every day on the gold moulding apparatus, and will not let up on it. The glass jar is promised in a week.

Higham is working away on recording in the tent. He has a wooden floor and says the effects are better. He was making a record of an actor while I was there, and then let me hear it in comparison with earlier records. To my ear the later one was clearer and I could get a larger percentage of the words.

Home Picture Machine: This has been a busy week in the Committee Room in educating the demonstrators, and they are pretty nearly ready to start out. There will be more definite news to report next week as to progress, I am told.

Mr. Clifford has asked me to send you the enclosed letter from Spain. He says this is from the greatest copper mine in the world. He is still sanguine.

Walter Miller telephoned this morning about Cisneros. He says she goes away on the 25th of this month and we are under contract to take her records before she goes. She had given him her repertoire, but in it there are none of the tunes you have selected. As the songs she will sing must be orchestrated, there is not time to send the music down to you, so

Mr. Edison - 4.

he decided that the only thing he could do would be to select those which seem to be melodious and in line with your ideas, and to make the records.

Small disc Machine: Mr. Mudd informs me that work on the patterns for concrete moulds and for motor castings is going on without delay.

No 2 Wagon. I enclose report showing amount of wear on different parts after running 1217.8 miles; also mem. of mileage secured from different parts of the wagon.

Yours very truly,
(signed) Wm H. Meadowcroft

Mr. Dyer's
Handy return
to W. H. Meadows.

March 18, 1912.

Dear Mr. Edison:

You will find enclosed
reports as follows:

Smith - Storage Battery test.

Dinwiddie -

Burdick -

Storage Battery sales.

Grommelin has written about catalogues
of music. He gives quite a long list
and the catalogues have also come to
hand this morning. We are certainly
acquiring a most interesting collection.

Violinist. Through Mr. Parkington, the
lady who recently played and sang for
you afternoons, I have learned of a new

violinist, a young woman, who has just come from abroad. She is said to be the equal of Spalding. She wants to have an opportunity of playing for you. In order to keep her in town I have invited her to come over and hear that Spalding record, and I think it might be well to have her go to Walter Miller's to make a record, to be heard by you on your return. In this way we can probably keep a string on her until you have heard the record. I hope this will meet with your approval.

Ford Car Starter. Mr. Bliss says this apparatus works well. It is being operated. They worked the starter 75 times consecutively and there was no

trouble. So far there has been no hitch in demonstrating that 5 cells of B4 are satisfactory for starting, lighting and ignition on a car. Mr. Ford himself expects to come here Tuesday or Wednesday of next week.

Gold plating for Disc. Mr. Bliss informs me that the apparatus for this operation is being pushed right along and no time has been lost.

Wagoner. Billy Bee tells me this morning that Wagoner wants to see him about the new contract, and he, Billy, has made an appointment for Thursday, when he expects to be able to go without his crutches.

Anderson says that the matters left in his charge are all progressing as they should do and there is nothing special to report except that they keep him working 16 hours a day.

Moore reports that Wurtz has laid off the man who had charge of the turning off the plates, but presumes he will put in another man as capable. Two transfers from German silver plates were taken Saturday and two today for Stiker's work, and all of them were fine. Four transfers from German silver plates were taken today for Wurtz's work, and these, too, were fine. Three transfers for Wurtz's work were

also taken today from nickel plated brass plates, and they were good, but not so fine as the German silver transfers.

Moore says he has ordered 28 more German Silver plates for Niben's work.

New Reproducer for Cylinder. Moore says he has been experimenting on this and has it very good (better than the other) for quality, and is now going to try for loudness.

Cobalt Experiment. H. H. Smith reports as follows: "The cell about which you telegraphed was assembled last Friday, when test showed the presence of no acid. Since you mentioned

washing plates clean of sulphates, I thought it best to wait until this had been done thoroughly. Potash was kept in washing bath to minimize danger of rust. Cell is now having long forming charge. We have some results of first runs in a day or two."

Did you notice that Ryfleby was in that 20% Century wreck on the Hudson River, and had his shoulder dislocated?

I hope you are having some good fishing and also enjoying the rest from the usual annoying details of callers, &c

Yours very truly,
Wm. Helleworsky

[ATTACHMENT/ENCLOSURE]

[PHOTOCOPY]

EDUCATIONAL SERIES MOVING PICTURES

Report W. W. Dinwiddie

Mr. Edison:-

The following cog wheels etc. for elementary machines have been drawn on wood to be sawed out with band saw;

Equal gears, 1:4 ration, internal, elliptic for variable velocity, rack and pinion, ratchet and clock escapement, and we are working on others.

We have drawings for a model to illustrate that any motion may be gotten with cams.

The stand for photographing models is about done.

I expect to photograph the glass pump models finally this week and will arrange them with titles as soon as possible.

We have the glass spiral from Eimor and Amend for Archimedes screw.

Yours respectfully,

W. W. DINWIDDIE

March 17, 1912

[ATTACHMENT/ENCLOSURE]

[PHOTOCOPY]

REPORT OF PROGRESS FOR WEEK ENDING

SATURDAY, MARCH 16TH, 1912

CEMENT CABINET DEPARTMENT

EQUIPMENT

The car from C. W. Hunt & Co. arrived Tuesday, March 12th, 1912. At the first trial the car would not make the curves, but repeated tests showed the bearing, thus allowing the car a lateral slip on the shaft. This clearance or slip must be at least $1/8"$. We tested the car late Friday afternoon and found that the car made the curve easily. Car was built to hold 1000 lbs., but was tested at about 2000 lbs. The machine work on the bearings was done at the Laboratory, but is to be charged against C. W. Hunt & Co.

The carpenters are working on a frame work for this car, so as to hold four large moulds, and as soon as this is done I will start pouring, so as to get the best method of handling.

ELEVATOR

I have heard from the Storm Elevator Co. and I find that they are working on the elevator and will have it erected in the earliest possible time.

CONCRETE MIXTURE

I understand from Mr. Holderness that he is working on a new mixer consisting chiefly of "Keene's" cement and this will be mixed by hand and not by machine. If you want me to ahead with the mixer, I would like to be notified to that of. As I understand this will also affect the shelving shelves

There is a design for a mixer which will be completed, large enough to hold six cabinets a piece, and one set of shelves holding ten large casts.

METAL DRAWERS & FRAME

We have a design completed for metal drawers and frame weighing about 20 lbs. and I will turn the drawings over to Mr. Bliss for building an experimental model. This construction is almost identical with the present wooden construction, and should not cost over \$2.00 a piece. Mr. Redfearn as yet has not figured on this.

H. Burdick

CEMENT CABINET DEPARTMENT.

*Mr. Dyer
Kindly return
to Wm. H. Dyer*

March 20, 1912.

Dear Mr. Edison:-

I enclose reports from the following persons,
namely:

Mr. Blise about Ford starter,
Mr. Smith about battery tests,
Mr. Warner about educational pictures,
Mr. Bee - about battery sales.

Aiken reports as to transfers with paper beneath that he has taken 5, and after subjecting them to 43° below zero they were all right. He then subjected them to 140° of heat and one blistered a little. He is going to put 10 more through and will report on them later. Aiken also says that good progress is being made with the manufacturing plant and he is making satisfactory headway.

Mr. Philpot reports that the steam fitter is at work putting in the main steam pipes and trunk and promises completion of the work next Monday, after which Mr. Philpot will put in his connections. The benches are ready to be put up when the work is done. The job is being pushed forward as rapidly as possible. The small air compressor which was ordered before you went away has not yet been delivered, but Mr. Philpot is urging its delivery. Anderson says that progress is being made

Mr. Edison - 3

in his part of the work for this plant, and nothing has occurred to cause any undue delay.

Dr. Goldstein says he expected to be ready to make a report today, but wants to make a few more experiments first and will report about Friday.

Small Disc Machine: Harper has another casting for the top plate of the metal cabinet. It is being planed and by Friday he hopes to have a sample top pressed out. We will send you photo. He has found a press in building 10 that is better adapted for the pressing. The motor casting patterns are nearly ready. I saw them in the shop today. The moulds for concrete cabinet, except the top, are nearly complete, and Louis Ott expects to make a casting in concrete this week. All the work on this small disc machine is going ahead without delay.

Peter Weber: He informs me that he has been reorganizing his force and doing a great deal of preliminary work which will all show up later in expeditious manufacturing.

Educational Pictures: Dinwiddie had a letter from Prof. R. W. Willson, the head of Astronomy Dept. at Harvard University, asking Dinwiddie to go and hear Prof. Archenhold lecture, and also to meet him as he had been out at the Laboratory to try and see you. Prof. Archenhold is the man who erected the observatory at Treplow, near Berlin, and is engaged, as Director of that Observatory, in popularising astronomy and allied subjects. He designed his novel form of telescope and built the observatory at Treplow by popular subscription. Dinwiddie saw him after the lecture and

Mr. Edison - 3

had a talk about educational films. He is very enthusiastic on the subject, and offered to place an order for astronomical pictures to the extent of 2,000 marks. He was going back to Berlin today, and of course, nothing could be done. He said, however, that if you will send to him in Germany the first of these pictures that you make he will invite the Emperor to see them. He thinks this would promote good feeling between the countries and give the films the best advertisement they could have in Germany. Prof. Archenhold and his wife saw you at the Laboratory several years ago, and was sorry you did not call to have a look at the Observatory when you were in Germany last summer.

Visitors: Speaking of Germany reminds me that soon after your return you will probably have a visit from Mr. Von Mueller and Mr. Diesel, the inventor of the Diesel engine, who are coming over to America in April.

Dally says he expects to make report to you on Friday.

New speaker for Cylinder: Moore has been making progress on this. I have just been upstairs to hear it on some cylinders, and in my judgment it is very good. The quality is much better, in fact, it is more like your new disc machine. In trying the old and the new reproducers on the same cylinder records the new is clearer and sweeter and there seems to be less interference. There is not as much volume as with the old type of reproducer, but Moore thinks he can get that also.

Mr. Edison - 4.

German Silver Plates: Moore says they are going on making transfers from the German Silver plates, and they are all coming out fine.

I shall expect to send you some further reports Friday.

Very truly yours,

[ATTACHMENT/ENCLOSURE]

March 20th, 1912

Mr. W. H. Meadowcroft:-

Referring to the progress of the Ford starting and lighting equipment, our last test has been made with five cells size B-4. With this battery we have made over 475 revolutions of the engine, starting the engine throughout this run with one revolution or less of the crankshaft, and at the end of 475 turns there was still sufficient energy to start the engine within two or three revolutions of the crankshaft.

The only way to test the dynamo practically will be to find the minimum daily run that will keep the battery charged sufficiently for ignition, starting and lighting, allowing us two hours per day for continuous lighting. We are making this test now.

We expect a representative of the Ford Co., or possibly Mr. Ford himself, the first of next week.

DEB/ES

CHIEF ENGINEER.

[ATTACHMENT/ENCLOSURE]

March 20th, 1912.

Memo to Mr. Edison:

BISMUTH CELL which had 50 hot runs.
Have already reported output on overcharge.
On 7 hour charge yields 160 to .9V.

MELTED ICE CELL

162 on normal charge, 75th run
Overcharge output previously reported

COBALT

Cell containing plates which you treated in chemical room.

1st run

30 hr. charge at 20 amperes
185 to 1. V. 204 to .5 V.

2nd run

15 hr. charge at 30 amperes
165 to 1.V. 195 to .5 V.

Seems pretty good, but too early to tell much about it yet.

C 8 COBALT CELLS after 175 runs

The two cells yield an average of 175 on normal charge; this means an efficiency of about 85%.
On overcharge they give average of 210 to 1.V.
and 218 to .5 V.
Those cells look pretty good.

Smith

[ATTACHMENT/ENCLOSURE]

March 7th, 1918

CRYSTALLIZATION EXPERIMENTS FOR
NOTION PICTURES FOR EDUCATIONAL PURPOSES

Mr. Edison:-

During the past week I have obtained three pictures which I thought necessary to complete a 1000 film. These pictures show a boy in his kitchen performing experiments in crystallization. He makes three different experiments showing crystals formed by evaporation, by cooling and by electrolysis.

These pictures I had made ^{at} the Bronx Studio so that I could get the kitchen scene, and Yale Boss performed the experiments.

I have also made a number of experiments for the purpose of obtaining data for future subjects. I will be moved to the Galvanometer Room some time this week.

Very respectfully,

S. G. Warner.

Mr. Dyson:
Kindly return to
H. H. Meadows

Copy

March 21, 1912.

Dear Mr. Edison:

As you will probably receive this on Saturday, I will not delay sending Dally's report and report from Mr. Maxwell about Home Picture Machines, both of which are enclosed herewith.

Mr. Maxwell says that when Mr. Buck arrived at the hotel, he had the telephone operator call up 10 of the Philadelphia newspapers inviting them to see an exhibition of one of your latest inventions, and would give a special press view at 3 P. M. Eight of the papers sent reporters and published a news item about it. You will find two clippings enclosed. Mr. Maxwell

thinks this is good advertising, and has instructed the other demonstrators to do likewise.

I enclose Bergson's usual report, also Billy Bee's report of battery sales.

I send the Port Huron letter for you to sign and mail in stamped directed envelope, assuming that your own signature will be some sort of consolation to them.

Yours very truly,
(signed) W. H. Halloway

[ATTACHMENT/ENCLOSURE]

February 21, 1912.

Mr. Edison:

The following is the substance of an oral report made today by Mr. Farrell's Department.

The Manufacturing Department asserts that it will have 1,000 machines in stock by April 1st, or a few days later, and thereafter will manufacture 250 machines per week. They say they can raise this number to 500 per week as soon as it is necessary, but it will probably not be necessary until our film production is increased.

The film production is at present behind the schedule owing to the delay in installing the third printer. This is promised two weeks hence. It was originally expected on the 15th of this month. The fourth printer, which was promised for March 24th, will probably be correspondingly late. We have on hand as of the 19th inst. 62,675 feet of film. The amount required for the first thousand machines is 80,000 feet. The scheduled capacity of film production with present equipment is 11,000 feet per week, so that it appears that we will have sufficient film for the first thousand machines by the time they are completed.

Film Cans in sufficient quantities are promised by the American Can Company by April 5th.

Lantern Slide Boxes in desired quantities are promised by the 1st of April.

Approval of Acetylene Burner by Dr. Green is expected this week.

Mr. Call has approved all of the demonstrators and they started out on the 18th. Their equipment is complete except

- (1) Burner for Acetylene Lighting Equipment, which will be supplied this week.
- (2) Steel Carrying-cases, which will be supplied this week.
- (3) 220 volt equipment, which is not yet decided upon.

[ATTACHMENT/ENCLOSURE]

- (4) The large screen, which will not be ready for sometime. Each man has a 3 x 3 $\frac{1}{2}$ screen.

Complete data for Instruction Sheet not yet at hand, but is promised for Friday the 23rd.

WM-LGM

A handwritten signature, possibly reading 'JPM', is written in dark ink. It consists of a series of loops and a long horizontal stroke extending to the right.

[ATTACHMENT/ENCLOSURE]

March 21st, 1912.

Mr. Edison:-

Could not absorb enough oxygen with Ferrous Sulphate in a tower filled with coke.

I made a run yesterday with coke in an iron pipe heated to about 1500° F. and blew air through; purifying by passing first through three bottles containing Biochromate of Potash dissolved in dilute H_2SO_4 , which oxidizes the Hydrocarbon to CO_2 which is absorbed in the next four bottles of $NaOH$, then passing through a column of Calcium Chloride to dry it, which I tested after five hours' run with Barium Hydroxide which is a very delicate test for CO_2 , but could not find a trace.

Dr. Goldstine tested it for oxygen with a special apparatus for oxygen and found only one-half of one per cent.

I will send you a sample of the reduced iron oxide by mail marked No. 5 I will have some of same iron to run on test marked No. 5, also some of same iron with 6% Mercury Oxide put on test marked No. 6.

I will make a few more reductions in same way, except different temp. while reducing; also try the stunts you mentioned in your letter which I received to-day.

Dalby.

March 22nd, 1912.

Dear Mr. Edison:-

You will find enclosed herewith reports as follows:

Dr. Goldstein

Louis Ott

Billy Bee as to sales.

BLUE CYLINDER RECORDS

I have been up to see Mr. Philpott, and he says that things are moving along satisfactorily and real progress is being made. He showed me his new place on the fifth floor of Building 24. It is a hive of industry just now. The steam fitters are getting the mains in. Many of the benches are finished and the remainder are in progress. Mr. Philpott is making up records for the Committee, and many have been selected for which the moulds are in the vaults ready to work upon and turn out stock as soon as the equipment is finished. This work is going on steadily day by day, and so far quite a respectable stock of working moulds is ready. The new record-making rooms on the 5th floor look bright, clear, airy and cheerful.

WURTH tells me he has nothing particular to report except that the German silver transfers are uniformly turning out fine and that regular work is progressing very favorably. He also says that he is constantly pushing the apparatus for the gold plating process, and, so far, nothing has occurred to make any unlooked for delay. The castings for the apparatus are ready.

AIKEN also has nothing special to report today. He says that good progress is being made in his work and everything going along well.

(2)

SMALL DISC MACHINE

Harper says he has obtained an impression of the top for the metal cabinet and it is very good. This is from the second male die. He is now going ahead with patterns for dies for the bottom, and will make them for the sides. He is very sure now that he can make a first class metal cabinet. The patterns for motor casings and for frame to hold the platen are going to the foundry. As you will see by Ott's report, the heavy rain spoiled the Keene's cement, but more has been sent for, and Harper and L. Ott expect to make a cement casting of the cabinet tonight. We will send you photo when it has properly set.

AMBEROLA CONCRETE CABINET

I learned this morning that one of these was shipped to Chicago and returned here without having been opened. When the casing was taken off in the works the top was found to be cracked. Holderness says this must have been badly packed, or else the case has had a very heavy blow, for he tested this particular cover before it was assembled. He and Mr. Dyer and Durand stood on it on the floor of the shop and it was all right then. Another cabinet has been packed and sent off over the same route. I am sending you a photograph of the one that came back cracked.

PETIT expected to send a report to-day, but he wants to include some further experiments which will take it over to Monday.

(3)

Winter has been back with us the last two days. We have had snow, hail and rain and low temperature. Sleights were out again last night and this morning.

I trust you have had some good fishing since you arrived at Fort Myers, and also that your vacation is of great benefit to you.

Yours very truly,

[ATTACHMENT/ENCLOSURE]

March 22nd, 1912.

Mr. T. A. Edison:-

According to your advices I am working with L. Ott on nickel hydrate and with Dalby on Iron, and we send you reports about the progress in our experiments.

Owing to the chemist in the Phonograph Works being sick I have more analytical work to do, the results you will find in my book of analysis.

I am also making different analysis for Mr. J. Miller of Silver Lake.

Yours respectfully.

J. Goldstein.

[ATTACHMENT/ENCLOSURE]

March. 22nd, 1912

Mr. T. A. Edison:-

Dear Sir:-

Herewith please find a report upon the nickel hydrate process as you wished to have it carried out. All nickel mush

was made up of solutions in the following proportions:

Nickel Sulphate 27% Sp. G. 1.335 @ 20° C 690 Grams

Sodium Hydroxide 20% Sp. G. 1.220 @ 20° C 520 grams
1210

Total weight

Dry Hydrate which this quantity gives 110 grams

Quantity of $\text{Na}_2\text{SO}_4 + \text{H}_2\text{O} =$ 1100 grams

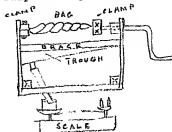
This mush was tried in the small filter press, using various cloths such as linen (thinking that by repeated pumping the pores would clog up) toweling, S.B. Filter Cloth, filter cloth from Mr. Dodd, felt 1/4", felt 1/8".

In all these cases I found that the cake was hard at the surfaces and mushy in the center. The bottom cake being a 1/8" cake was the hardest, while the other 1/4" cakes became softer as they were further away from the bottom this would not insure an even result, because the cakes are kept separate in the drying oven; and one would contain more moisture than the other. However, I have made two batches in which the cakes have been fairly even. In the one case I pumped off approximately 645 grams of sulphate liquor. Out of a double batch, that is double the quantity of substance was used. In the other case with 690 $\text{Na}_2\text{SO}_4 + 520 \text{ Na OH}$ I pumped out 520 Grams sulphate liquor.

[ATTACHMENT/ENCLOSURE]

(2)

A good deal of the mush remains in the air receiver of the pump. Some of the mush, about 20 grams, squeezes through the cloths sometimes, therefore it is hard to give an accurate result. I have, however, done the following, which will give us accurate results, so that we can find the limit to which we can go in the extraction of the sulphate liquor. Below please note sketch:



I put the mush in a bag, tie a cord around it, then it can be fastened to the clamps and wrung by turning the handle, the sulphate liquor comes out fine and clear and every particle of material is saved, the liquid runs in the trough down the pipe and into the beaker where it is weighed; in this way I have made the following samples, which are in the drying oven. As there are 1100 g Sulphate of soda water in each batch of 690 H₂O SO₄ + S₂O Na OH as described previous, the batches are

110 g	Sulphate Sol	or	10%
220 g	"	"	20%
330 g	"	"	30%
440 g	"	"	40%

One more sample with 490 g Sol = 44.5% Bag burst

I will, however, use another bag this morning and endeavor to reach 50%.

[ATTACHMENT/ENCLOSURE]

(3)

CABINET

The mould for the cabinet was finished tonight and I was going to pour it after 6 o'clock so that it would get more chance to set. I found that the three bags of Keena' cement which were in the Gold Building were hard as a rock. We had a very heavy rain which flooded cellars and did considerable damage; the roof leaked and spoiled the cement. I shall have another two bag to-morrow morning, so we can pour it to-morrow night.

Yours respectfully

Ludwig Ott

J. Goldstein

*Mr. J. J. Poyser
Kindly return
to Mr. J. J. Poyser*

Copy

Orange, N.J., March 25, 1912.

Dear Mr. Edison:-

Enclosed you will find the following reports:

Burdick, on Cement Cabinets,
Dinwiddie, on Educational Pictures,
Warner, on " "
Bliss, as to Ford Starter,
Christensen, as to electrolyte,
Storage Battery and Cement figures,
Billy Bee's report of sales,
Maxwell, as to Home Machine,
Smith, as to Battery Tests.

House Lighting Regulator: Mr. Bachman informs me that he is starting this in operation on the house plant today, and has told Charlie Poyer to keep track of it day and night. We will probably have a report to send to you on Wednesday.

Mr. Bliss says he has another of these regulators ready for shipment, and two more are being constructed.

Small Disc Machine: Harper reports that he has cast one of the cabinets in Keene's cement and it came out beautifully. I have seen it and it looks fine. The lines are clear

cut, and it presents a pleasing appearance. Harper says he used 23 pounds of cement and a pail of water. He poured from the bottom and kept stirring all the time and then turned it over and let it set 39 hours. You will find a photograph enclosed. The screws on the top are anchored in the cement. The lower ends are hammered flat and a slot is cut in so as to engage with the cement. In the next one that he casts he will insert threaded tubes so that the screws can be inserted afterwards. He will also insert into the next one metallic pieces at the bottom so that feet may be screwed therein. He will also mold the next one with a hole for the winding crank. There is no reinforcement in this present casting.

Harper also says that the patterns for dies for bottom of metal cabinet are now started. When these are done he will start the mould for the top and front of cement cabinet, and then patterns for dies for sides of metal cabinet, and in this way keep all work in progress. He has received the motor castings, and is going to work on them today.

Mr. Wirth reports that he is still getting fine results from the German silver transfers; and his work on machine is holding up good. He is pushing every day on the gold plating process.

Pierman has been trying a series of piano-recording experiments with persistent vibrators, and is pleased with the results, which he considers encouraging. These records have been made without horns, and on reproduction the piano tones

Mr. Edison

-3-

come out with much of their natural purity, although not loud enough. He has made a number of persistent vibrators with paper stretched over frames of wood, and inserted a metallic tube to which he attaches a rubber tube which goes to the recorder. The vibrator is placed on the iron frame inside the piano. He is saving all these records with data for you.

Visit of Von Miller & Diesel: I wrote to you a few days ago that these two gentlemen expected to call on you in April. Since then, Harry Miller asked me if I know anything about the enclosed letter from Bergmann. I told him I had already written to you on the matter and obtained the letter from him to forward to you for your information.

Ford Starter: Mr. Henry Ford is here today and is with Mr. Blise and Billy Bee. I suppose there will be a more detailed report later, but Billy just told me that Mr. Ford is greatly pleased with the arrangement.

German Silver Plates: Moore reports that the transfers are coming fine, and he is ordering more for Mr. Aiken's work. As to cleaning the plates, Moore says he has given them a severe trial. He made eight trials, and in each case left the plates in the cyanide 5 minutes and in the caustic soda 15 minutes. After the eighth trial there was a slight discoloration, easily buffed off. There is electrolytic action in both baths. In the cyanide $\frac{13}{100}$ volt, and in the caustic soda

Mr. Edison

-4-

$\frac{26}{100}$ volt, measured. The transfers taken off Friday and Saturday, (6 for Wurth, and 3 for Aiken) all came out fine.

Moore has just come in to say that the cyanide and caustic soda baths are in galvanized iron tanks and the plates were stood in on the bottom and touching the side, which caused the electrolytic action. They have now gotten away from that by suspending the plates in the solution.

New Cylinder reproducer: Moore has still further improved the reproducer so as to improve the quality still more. He has also obtained more volume. I have just heard it on two records up stairs, one of them a violin solo by Spalding, and I think it runs a very close second to the disc. It may be a little fool suggestion on my part, but I cannot help wondering why the same principle could not be applied to the recorder.

Ford Starter: Mr. Bliss has just been in and says that Mr. Ford is very highly pleased with the starter equipment and wants us to send him a motor such as we use, in order that he can equip a vehicle. Mr. Bliss says that so far as he can judge, Mr. Ford seems to have made up his mind to use the equipment. The motor will be sent to Mr. Ford.

Our Wagon: Mr. Bliss says that the weather has been so bad that he did not start on the water per ton road test, but thinks it may be commenced very soon.

With all good wishes, I remain,

Yours very truly,

Mr. Edison

-5-

P.S. Moore has just come in to say that he has just found out that the varnish can be removed from the German Silver with ordinary potash such as is used in the nickel plating room.

[ATTACHMENT/ENCLOSURE]

REPORT OF PROGRESS FOR WEEK ENDING

SATURDAY, MARCH 23rd, 1912

CEMENT CABINET MFG. PLANT

EQUIPMENT -- CAR FRAME

The carpenters have completed frame and shelves to hold the moulds while on the car. I find, however, that the large moulds are too heavy for two men to handle, so will have to build either a cradle to slide in shelves on rollers or put casters on the moulds. I have consulted our Mr. Holderness on the latter method, and he thinks that casters on the moulds would be unsatisfactory. The carpenters are making one cradle fitted with casters for experimental purposes.

SEASONING SHELVES.

I have seasoning shelves enough completed to hold 30 large casts at one time. This is all I think we should finish at the present time, due to the proposed new mixture. The construction of these shelves is as follows:

Framework built up of 2" X 4" wooden strips

Shelves made of 7/8" cross strips covered with galvanized iron, cross strips screwed on galvanized iron and planed off so as to present a flat true surface for laying the green cast on.

All exposed wood is covered with a waterproof paint to prevent warping.

Shelves are piped at the front side, sprays being screwed into said pipe and so located as to throw a spray of water over entire shelf.

This construction has been tested and I believe will operate satisfactorily.

SEASONING AND STEAMING OVENS

I have two ovens, combination seasoning and steaming, completed up to date. These are capable of holding 12 complete cabinets, and I do not recommend building any more for the present.

These are made of wood and lined with galvanized iron. The sprays, same as for shelves, are placed at the top of oven, valve operated outside. The steam is brought in at the bottom of the oven, and the valve is operated from the outside.

These have been tried and proved satisfactory.

[ATTACHMENT/ENCLOSURE]

(2)

NOTE -- The above sprays are made at the Phonograph Works and cost but a few cents a piece.

CONCRETE MIXER

As per instructions of Mr. Bliss I inspected a used mixer at the Abbey Brooks Co. of Newark. I found this machine had been in actual use about one week and was in good condition. It is made by the Snell Mfg. Co., capacity 4 cu. ft., hand operated, and is the tipping type of mixer. While this is a hand machine, yet it can be belted to a motor. The price of this is \$40.00; a new one costing \$75.00.

I have notified our Mr. Leasing to place the order, as this machine will prove satisfactory for the present.

The cabinet shipped to Chicago has been returned. I am sorry to report that the back of cover and back of cabinet adjacent to cover hinge were pretty well cracked. This is due, I believe, to strains, due to unloading, not being distributed over entire cover. The cabinet was packed with the cover close to top of packing case.

We have sent another over the same route, but reversing the cabinet in the case, bring the cover toward the end of case containing the machine compartment. This, I believe, will distribute the load over the entire cover.

H. Burdick

CEMENT CABINET DEPT.

[ATTACHMENT/ENCLOSURE]

EDUCATIONAL SERIES MOVING PICTURES

REPORT W. W. DINWIDDIE

Mr. Edison:-

We have a satisfactory photograph of the force pump. All of the difficulties seem to have been solved on the glass pumps now. Glucose added to the water makes the valves open wide when the pump is operated very slowly. Silicate of soda holds the glass plates together very strong, but water soaks them apart in a few minutes. We protect the silicate of soda by a very small fillet of beeswax and rosin, and use beeswax and resin to cement the valves in place. The beeswax and rosin is first squirted in a fine thread and the thread is laid along the joint and warmed up with a heated rod.

The glass model of steam engine is complete and we have tried the sal ammoniac fumes in it.

The models of cog wheels etc. have been sawed out but require some filling to make them good enough.

We hope to finish the photographs of the transparent models this week. We make them down at Mr. Thompson's with his Cooper-Hewitt lights. The other models will be photographed in Room 17 with arc lights.

Very respectfully,

W. W. Dinwiddie

March 24, 1912

[ATTACHMENT/ENCLOSURE]

March 25th, 1912

MOTION PICTURES FOR EDUCATIONAL PURPOSES

"Crystallization"

Mr. Edison:-

I have now put everything for the completion of about 1000 feet of film on Crystallization in the hands of the Film Plant, and this film should now be ready for the market very shortly.

I am working on another film on the same subject to supplement the above.

I have moved all of my apparatus to the Galvanometer Room and set it up. My new apparatus is not quite yet ready, but there is a number of things I can do with that which I now have, so there is no need to lose any time.

Very respectfully,

S. G. Warner

[ATTACHMENT/ENCLOSURE]

From Mr. Blevins

March 18th, 1912.

TEST OF STARTING MOTOR

No of Cells	Five B-4
Average number of turns to start	1/2 turn
Average Voltage	7 volts
Average Current	40 amperes
Current when motor stalled	70 amperes

We started cell fully charged. The engine was turned over by motor continuously for 480 revolutions of engine shaft.

We used battery for sparking.

At the 151st turn of engine, battery was switched on and engine fired. We repeated this at 201st, 251st, 276th, 301st, 326th, 351st and 376th turn of engine. At the 401st turn engine did not explode and we continued to turn engine until a total of 425 turns were made. Gas mixture was too rich to start. After freeing the cylinders of gas by hand turning, the motor cranked and fired the engine in the usual half turn. We cranked and fired engine five turns without any difficulty, but on the 6th turn the driving chain broke on account of clutch hub freezing to shaft.

March 19th, 1912.

We turned engine with the same five cells in their discharged state about fifty times. During the latter part of this period motor was running very slow and finally would stall on arriving at second compression. Motor still fired the engine when passing over the first compression.

There is no doubt that 5 cells of B-4 will crank and fire engine 500 times in actual running conditions, without recharging.

[ATTACHMENT/ENCLOSURE]

March 19th, 1912

TEST OF FIVE B-4 CELLS

Condition of cells	-----	discharged
Cells still crank and fire engine		
Mileage reading =		363.5
Run car about 29 miles charging cells at the following rates		
10 miles per hour	5 (?) Amperes	
15 " " "		
20 " " "	14-1/2 "	
25 " " "	20 "	

During the evening five lamps aggregating 62 C.P. were used for two hours. Current used on lamps was _____ amperes. Battery was discharged through generator by accident so that engine had to be cranked by hand on the home run.

March 20th, 1912

Although the cells were discharged the previous evening, they recovered enough during the night to operate the cranking motor efficiently. The engine was started several times and then car was taken on the road. An effort was made to recharge the cells. Engine sparked on battery, in fact the magneto wire was disconnected on all battery tests.

We tried to run the car at a maximum of 25 miles per hour. We seldom went over 26 miles per hour and under 20 miles per hour. We did not get much response from the battery for the first 15 to 20 miles as tested by operating the cranking motor. After that the battery picked up rapidly and at the close of the run it seemed well recharged.

Total mileage of car this day recharging cells = 35 No lights used

March 21st, 1912

We installed an automatic cutoff between generator and battery. Seems to operate very nicely. A number of short runs were made this day aggregating 22 miles. No lights used.

[ATTACHMENT/ENCLOSURE]

March 22nd, 1912.

Battery Operates cranking motor as if it was well charged.
Mileage this day = 15
This ends the battery charging test, as we seem to be gaining
on the recharging of cells.

[ATTACHMENT/ENCLOSURE]

March 25th, 1912

Mr. Thomas A. Edison:-

I have a new method of making Electrolyte by which I can save the evaporating of nearly 300 gallons of water per day. That is, if you approve of the method.

When making a new batch for for Lioh, which I do twice per day or three times, each batch gets 4 or 5 boilings. First boiling gives a solution of about 4% Lioh. Second boiling gives a solution of about 3% Lioh, and so on until all Lioh is washed out. All this solution I gather together into the evaporating pots to concentrate it, which is 12% part of this conc. Sol. I use for making crystals, but the largest part I use to mix with 33% Ke H to make the electrolytes 21% KoH + 50 g Li Oh pr. L. and 25% KoH + 15 g Li Oh p.h.

The 33% KoH I get from Silver Lake, where they put solid KoH into water.

If you let me do that, but instead of using pure water, use the Li Oh Sol. from first boiling which is 4% evaporate it down to 5% a 50 gr. pr. L. , run it into a large tank to cool, then add the right proposition of Solid LioH to make the Electrolyte 21 + 50 and 25 + 15.

This will save us from evaporating all the water which is afterwards again added to the solid KoH to reduce it to 33%, and still I have to add a few lites of water when making the electrolyte. The rest of the LioH sol. I use for crystals, but that can be used over again every day by adding more to it after the crystal crop has been removed.

It will save the carting of 33% from Silver Lake and we will not need to have so many drums in service.

On the other hand a strict Qualitative and Quantitative Analysis has to be made on each batch, same as they do at Silver Lake on the 33% KoH.

And we make now an alkalinity determination on each drum I make, so I do not think there will be much difference. If you think it if O.K. It will only need a little more room and several large tanks.

Respectfully,

Ch. Christensen.

[ATTACHMENT/ENCLOSURE]

March 25th, 1912

HARD RECORDING BLANK

Since my last report I have been working to eliminate the gas bubbles from the dope, and made up five different sample blanks of dope which contains no shellac; those are made up essentially of stearic acid and soda and water in various proportions to produce a mass that does not cut brittle or mealy. Mr. Holland did not report favorably for his use. Mr. Hiam also reported that such compounds are too soft to use with his present outfit. I will now make new blanks of dope containing shellac.

PETIT

[ATTACHMENT/ENCLOSURE]

March 25th, 1912

Memo to Mr. Edison:

COBALT

This cell made of plates treated with cobalt in chemical room has had 5 runs, the last four of which have been fifteen hour charges. The capacity to .5V is about 200, but to 1.V. is only about 150. The voltage is very low on discharge. It is also low on charge, the maximum being 1.78 volts. It appears, therefore, that the low voltage on discharge is not due to abnormal internal resistance. After the fifth run I reversed the cell for several hours at half normal rate - this may effect some improvement.

I am treating another set of plates as you treated these.

LIFE CURVE

Our oldest cell, from which the standard life curve is plotted, yields only 125 A.H. to I.V. on overcharge after 1300 runs. After 1200 runs it yielded 139 A.H. The solution in this cell was 21 K + 90 Li.

The two cells running with it had different solutions and now run as follows:

21 K + 105 Li	94 A.H.
21 K + 120 Li	121 "

TWO YEARS IDLE

Cell, which was given 125 runs and then set aside for two years and 4 months discharged, has now had 100 runs since the stand, and gives on overcharge 176 to I.V. and 194 to .5 V. On 7-hour charge it gives 154 to I.V. This alone ought to make the lead fellow anxious.

REJECTED TUBES

The cell you had made up of tubes rejected by inspectors because of poor loading, insufficient flake in ends etc., after 25 endurance runs gives on overcharge 183 to I.V. and 194 to .5 V., and on normal charge 162 to I.V. Rather good for rejected material.

H. H. Smith

[ATTACHMENT/ENCLOSURE]

Re. HOME PICTURE MACHINE.

Mr. Edison:

Three more jobbers' contracts received this morning. This makes four to date, - 800 machines and 64,000 feet of film.

March 25, 1912.

W.M.

*Mr. Dyer
Kindly return
after reading.
W. H. L. S. S. S. S. S.*

March 27, 1912.

Dear Mr. Edison:-

Enclosed you will find the following re-

ports:

Mr. Bee, as to battery sales,
Mr. Maxwell, as to Home Machines,
Mr. Wilson - General,
L. Ott,
Charlie Poyer - as to House Lighting plant.
Berggren's weekly report.

Colored Motion Pictures: I had a talk with Mr.

Powrie coming over on the train this morning. He is making progress. He has succeeded in producing an emulsion fast enough to take 4 pictures a second, and yesterday ran off a few feet of film which he says showed up satisfactorily. He has made further progress, he states, in being able to wash off the coating of emulsion and re-coat it last night. He is going to take a new series of pictures and run the film again within a few days, and has promised that I may see it. Mr. Powrie tells me that this emulsion means that considerable progress has been made, and he seems greatly pleased with present results.

Aiken reports that the freezing process on the 10 plates reported last week is still under way and that

Christensen has promised a report tomorrow. He also says that the carpenter work on the disc manufacture is all completed; that the oven in building 21 is finished, and that the four ovens on the first floor are about 65% completed. He further says that the results of transfers with German silver plates have been very satisfactory up to this time.

Al. Wurth. He has nothing special to report today, except that progress is being made on his work. He is trying his best to crowd the gold plating apparatus to completion.

Blue Arberol Record. Mr. Philpot states that the steam fitters were unable to keep their promise to complete the mains last Monday, but McCullough assures him it will be finished today. There may be a little delay on the minor steam fitting as some of the parts, such as L's, T's, and elbows have not yet been delivered. All the valves are here, and the carpenter work is almost complete. The air compressor has been shipped, and is somewhere in transit between the West and here. It is being traced. In the meantime, the selection of records is going on and masters are being put in the vault to be ready when the equipment is complete.

Wagoner: Billy Bee has been over to see Wagoner, who had no serious change to suggest in the proposed form of General Contract, and seemed quite satisfied with the letter I wrote him in accordance with your memorandum sent

up here a few days ago. Of course, Wagoner will wait until your return to settle on the final details of the contract before going out to make arrangements with any stations. In the meantime, he has evolved a new scheme which he thinks you will like better. This is a plan by which the General Vehicle Company would carry on the Battery-Service System themselves by means of and through their agencies in various towns, they (the G. V. Co.) buying all the batteries themselves. For instance, suppose they have an Agency in Buffalo, they would arrange with that Agency to conduct a battery-service system in Buffalo, renting the batteries only to vehicles of the G. V. Co. To carry on this business the G. V. Co. would themselves supply the Agency with batteries at a price agreed on, the G. V. Co. buying from us at the special rate we make them. This would mean, of course, the sale of a large number of batteries to the G. V. Co., and the form of guarantee given to the Hartford Company would apply. No exclusive privileges as to territory would be asked under this arrangement. Hence, Anderson or any one else could go into the same territory and carry on a battery-service system as to their vehicles under similar contract relations with us. This proposed arrangement seems to me to be more preferable than the other one. Territory is not tied up, and the other truck manufacturers have a free and equal chance in the same territory. Again, it allows a more rapid extension of the battery-service system, and our

chief customer for batteries therefor (the G. V. Co.) have the financial backing to enable them to pay their bills promptly.

Mr. Wagoner does not seem to think that such an arrangement will altogether supersede the other exclusive one with Central Stations, where it may be deemed necessary or desirable to continue on the lines heretofore discussed.

I enclose form of contract submitted by Mr. Wagoner, and have attached to it a pencil memorandum showing a computation made by Billy Bee and me as to the cost of batteries per year to the G. V. Co. under the present 8 year and the proposed 10 year guarantees. The difference is only a few dollars, but that would probably turn the other way because under the 10 year guarantee we might actually receive more cash in a given time, and in that case the interest would more than offset the difference.

Talking Pictures: I have been over to the tent and found them all hard at work. Mr. Higham says he is making experimental records all the time and thinks he is getting better results. The weather has been too bad for taking pictures, but now it has cleared up they hope to take one or two tomorrow.

L. CTT has come in to say that he will defer his report until Friday, in order to include further experiments.

Moore says he has nothing but good news to report concerning the German Silver plates. They are proving to

be fine for both Wirth's and Aiken's work. As to the cleaning, Moore says that the potash, (the old style brown potash), seems to be better than caustic soda. The latter leaves the plates soapy and takes about fifteen minutes, but the potash seems to crystallize the varnish, which rolls up off the plate and leaves it clean. Beside, it only takes two or three minutes to do the work. Aiken is going to try it on a larger scale. Moore says he is making good progress with the reproducer for cylinder records. He has two good ones, and is now going to make two more to try and beat them.

All hands wish to be kindly remembered to you, and hope you are enjoying your vacation. Please count me in.

Yours very truly,

Wm. Meadowcroft.

[ATTACHMENT/ENCLOSURE]

March 27, 1912.

Mr. Edison:

In re Home Picture Machine:

The manufacturing department is confident of having a thousand machines ready between April 1st and April 10th. Machines minus lighting equipment are being placed on the shelves now, the idea being to assemble and pack the lighting equipment as the machines go out on order. We have an adequate supply of the Harnet lighting equipment and Dr. Green has just furnished the markings for the Arc light so that we will be O.K. on the Arc Lighting Equipment. Dr. Green has not yet taken action with reference to the acetylene burner and we have decided to turn the matter over to Mr. Gall, who will give it speedy attention. It has also been practically decided to put the inspection of Harnet lamps and lenses under Mr. Gall's supervision.

Upon consideration it appears that the screens prepared in accordance with Dr. Green's specifications will be very expensive and that a less expensive screen may serve the purpose. It is likely that the latter can be obtained more quickly than the screen of Dr. Green's specifications. As Dr. Green proposes a considerable absence in connection with some work for Mr. Hutchison, the screen matter will also be looked after by Mr. Gall.

Dr. Green did not get around to the data for the Instruction Sheet and Mr. Gall has stepped into the breach. The Instruction Sheet should be ready on time.

The machine manufacturing schedule is being gradually

[ATTACHMENT/ENCLOSURE]

-2-

increased from 250 a week, but not a great deal will be gained by this until our film manufacturing capacity is increased. The third printer is now promised a week hence.

You have already been advised that four jobbing connections have thus far been made. Others will, no doubt, be concluded this week.

Mr. Gall goes to Chicago next week to demonstrate the acetylene equipment to the National Board of Fire Underwriters and also to follow up the previous demonstration of the electric equipment upon which a decision is expected in May.

With reference to the equipment for 220 voltage, we will have sample rheostats and transformers for the Arc Lighting System on the first of the month. For the Nernst Lighting System, it has been decided to connect our present 110 volt Nernst lamps in series with a small resistance to go on the inside of the lamp house. A sample is expected in a few days.

WM-KGX

[ATTACHMENT/ENCLOSURE]

REPORT ON DISC MACHINES

Model #1. Have assembled complete in cabinets about one dozen. Have all parts and are assembling additional motors of this type, but are not placing any more in cabinets, as it was found necessary to make a slight change in the arm support bracket. Castings from the new pattern will be delivered this week and assembling of complete machines in cabinets should be resumed next week. Have about 2,000 finished cabinets in stock for this type.

Model #2. Parts for this machine are now coming through, but none have as yet been assembled, as owing to change in arm support bracket the sample machine has not yet been tested ~~for~~ in cabinet. Now bracket will be finished the latter part of this week of the beginning of next, when, if test proves satisfactory, assembling will commence. Have all raw material on hand for these machines, and all machine work is going through as rapidly as possible. 106 cabinets are practically finished and work on balance is being proceeded with.

Model #3. Parts for this machine are interchangeable with #2, and assembling of them will begin as soon as the test on #2 has been made. 100 cabinets are now being made up from lumber on hand--additional lumber will be received next week and be put through immediately so that there will be no delay in the cabinet end of this type.

Reproducers.

All parts are coming through, but no additional ones have been assembled since Mr. Edison left, as we are waiting for the completion of German silver arms for reproducer points, a quantity of which is now in Sapphire Department to have the diamond points assembled in them. Mr. Weber states we will have some more reproducers for testing purposes within the next week, and if they test out O.K., there will be no further delay in putting these reproducers through in quantity.

3/27/12.

C. H. Wilson.

[ATTACHMENT/ENCLOSURE]

March 25th, 1912

TEST ON LIGHTING SYSTEM
IN EDISON STORAGE BATTERY CO. HOUSE

Started charging the battery at 6 A.M. and charged until 1 o'clock P.M. Then immediately after charge I started a discharge on the battery of 44, 30 volt Mazda lamps, and taking voltage readings of both charge and discharge every half hour.

The gasoline tank holds 3-1/2 gallons; at the end of the seven hours charging there was 1 quart left, having used 3 gallons and 1 quart; 6 gallons of water, of which 4-1/2 gallons were used after 5 hours of charging, so 1-1/2 gallons more were put in, making a total of 6 gallons. The cylinder oil cup was emptied at the end of the 4-1/2 hours of charging and was refilled, and used one-half of this at the end of seven hours. The connecting rod oil cup was only filled once for the seven hours.

The voltage of battery before starting the charging was 21, and as soon as the current of 30 amperes was on the battery, the voltage rose to 47. At the end of 7 hours the voltage with 30 amperes charge was 52 with charging current on.

The following is the voltage readings of every 1/2 hour, with 44 lamps burning -- The voltage before putting on the load was 42.

- 1.00 P. M.
 - Battery voltage 28
 - 4 Points of resistance in on regulator.
- 1.30 P. M.
 - Battery voltage 29
 - 1 Point of resistance in on regulator
- 2.00 P. M.
 - Battery voltage 27
 - 1 Point of resistance in on regulator
- 2.30 P. M.
 - Battery voltage 29
 - Regulator arm on last point of resistance
- 3.00 P. M.
 - Battery Voltage 27
 - Regulator resistance all out
- 3.30 P. M.
 - Battery voltage 25-1/2

[ATTACHMENT/ENCLOSURE]

(2)

4.00 P. M. Battery voltage 23-1/2

4.10 P. M. The voltmeter is not steady and the lamps flicker up and down.

4.30 P. M. Battery voltage 21

5.00 P. M. Battery voltage 20

5.30 P. M. Battery voltage 19

6.00 P. M. Battery voltage 13

The voltmeter leads are cut in the line after the regulator and there is some drop in the wiring, but after 2 hours of discharge, the actual voltage directly across the battery is 28, and at the end of 5 hours discharge, the actual voltage across the battery was 14 volts.

It may be that after such a complete charge and discharge for 3 days the battery will show better results.

C.A. Poyer

I am going to duplicate same test for 3 days

C.A.P.

[ATTACHMENT/ENCLOSURE]

March 26th, 1912

TEST ON LIGHTING SYSTEM
IN EDISON STORAGE BATTERY CO. HOUSE

This is the second test on the system. In seven hours of charging, the engine used 3 gallons of gasoline, 5-1/2 gallons of water, and 1/2 pint of cylinder oil. The voltage at the beginning of charging was 42 with charging current on and 36 volts without charging current on. At the end of 7 hours of charging at the rate of 30 amperes, the voltage of battery with charging current on was 49-1/2. While charging the battery after 2-1/2 hours of running, the engine suddenly slowed up until the circuit breaker threw out, and then the engine started up again and I put in the circuit breaker. The only way I can account for it, is that a little piece of sand or something like that got in the gasoline and stopped the carburetor, so that the gasoline did not spray properly in the needle valve.

The following is the discharge, reading every half hour, burning 44, 30 volt Mazda lamps -- The voltmeter readings are across the lamp circuit.

1.00 P. M.
Voltage of Battery 27
Amperes taken by 44 lamps - 27
Regulator resistance 4 points in

1.30 P. M.
Volts 28-1/2
Amperes 28
Regulator resistance 2 points in

2.00 P. M.
Volts 30
Amperes 29
Regulator resistance 1 point in

2.30 P. M.
Volts 30-1/2
Amperes 29-1/4
Regulator resistance on last point

3.00 P. M.
Volts 30
Amperes 29
Regulator resistance all out

The voltage directly across the battery after 2 hours discharge is 31 volts compared with 28 volts for yesterday.

[ATTACHMENT/ENCLOSURE]

(2)

3.30 P. M. Volts 28
Amperes 28

4.00 P. M. Volts 27
Amperes 27-1/2

A slight flicker was noticed in the lamps, but did not last long.

4.30 P. M. Volts 25
Amperes 26

5.00 P. M. Volts 23
Amperes 29-1/2

5.30 P. M. Volts 21
Amperes 23-1/2

6.00 P. M. Volts 20-1/2
Amperes 23

The actual voltage directly across battery with discharge load is 22-1/2 compared with 14 for yesterday's test. The battery voltage is better than yesterday and I am going to make same test to-morrow again, and expect better results than this.

C. A. Fox

C.A. Fox

[ATTACHMENT/ENCLOSURE]

March 20th, 1912.

**REPORT OF REPAIR DEPT ON CAUSES OF TROUBLE
IN CELLS RECEIVED FROM CUSTOMERS DURING
JANUARY AND FEBRUARY 1912.**

Mr. M. S. Lamm

<u>Section 1. DEFECTS (Fault of E.S.B. Co.)</u>		B-2	B-4	B-6	A-4	A-6	A-8	A-8H	A-12	All Types
D1	Weld leak	2	5		14	25				46
D2	Faulty Can Stook		1		5	8	2			16
D3	Can bulged, due to valve stoppage				4	1		9		5
D4	Can rusted									9
D5	Plates S.C. by contact		1		1					2
D6	Plates S.C. by sediment					1				1
D7	Below rated capacity					1				1
D8	Corroded can bottom due to cutting of block insulator				42	26				68
D9	Miscellaneous									41
(a)	Can injured by steel streps of obsolete S.S. tray				4					
(b)	Can fused by loose separator caps falling be- tween cells						3			
(c)	Faulty cover soldering					1				
(d)	Pole fused by defective connector						3			
(e)	Striped clamp nut thread						1			
(f)	Plates loose on pole						1			
(g)	Defective tubes (No. of cells)		2	2	1	1				
(h)	Defective pockets " " "		19							
(i)	Row of pins omitted	1				2				

<u>Section 2. INJURIES (Fault of Customer)</u>		B-2	B-4	B-6	A-4	A-6	A-8	A-8H	A-12	All Types
I1	Can corroded	1	7		139	124	15			286
I2	Can corroded, plates fused				44	46	1			91
I3	Can fused externally		3		15	34				52
I4	Can exploded	1			5	9	13		4	32
I5	Can dented or bent		1		19	12				32
I6	Injured pole		1		11	2	1			15
I7	Plates fused (due to low solution)				3	1				4
I8	Plates corroded by acid									0
I9	Miscellaneous									73
(a)	Can injured by rotating shaft					3				
(b)	Can cut open by customer					2		1		
(c)	Cell injured by shock test					1				
(d)	Screw, nail or tack in cell				3	2				
(e)	Rubber parts injured by fire, plates O.K.					58				

[ATTACHMENT/ENCLOSURE]

-2-

TOTALS AND PERCENTAGES

	B-2	B-4	B-6	A-4	A-6	A-8	A-8H	A12	All Types
Total number of cells m'fr'd to Jan. 1, 1912	8205	17991	12	57753	55110	9388	2556	402	151417
Defective cells re- turned 2 mos.	3	28	2	71	69	16	0	0	189
Percentage defective	.04	.16	16.7	.12	.12	.17	0	0	.12
Injured cells re- turned 2 mos.	2	12	0	239	294	33	1	4	585
Percentage Injured	.03	.08	0	.41	.53	.35	.04	1.0	.39

C. H. Benedict

Approved: W. E. Holland.

Approved: 3/1/15

[ATTACHMENT/ENCLOSURE]

Manuscript

C O P Y

THE WINNIPEG PAINT AND GLASS COMPANY, LIMITED

Winnipeg, Mar. 13th, 1918.

The Edison Storage Battery Co.,
Orange, N. J.

Dear Sirs:-

We are in receipt of your favor of the 27th. of Feb. re the performance of Edison Storage Batteries on our Detroit Truck. This truck has been in use since early October and the batteries have given every satisfaction. We were informed that we would have trouble in cold weather due to the batteries freezing but are glad to say we experienced no difficulty of any kind whatever.

We had a spell of exceedingly cold weather early in January, during which the thermometer frequently registered 35 and 40 below zero. During that period we gave the batteries every opportunity to freeze up, deliberately leaving the truck for an hour or two at a time in front of the warehouse. The only difference in the performance of the truck which we noticed after this was that it was a little slower in getting away i. e. it would have to run possibly a block or two before getting up to its speed. Under the circumstances we have no hesitancy whatever in saying that our batteries are eminently satisfactory.

Yours very truly,

THE WINNIPEG PAINT & GLASS CO.,

(Signed) R. W. Paterson,
Secretary - Treasurer.

*Mr. Dyer:
Kindly return
after reading - W. E. Hollands*
Orange, N.J., March 29, 1912.

Dear Mr. Edison:-

Enclosed you will find the following reports:

H. H. Smith, as to battery tests,

Charlie Poyer, as to House plant,

Billy Bee, as to Battery sales.

W. E. Hollands, as to Battery.

Home Picture Machines: Our demonstrators gave a very successful exhibition to the press on Wednesday of this week, and it gave us some good advertising free. I enclose clippings from Times and Herald, which speak for themselves.

Blue Amberol Record: Mr. Philpott reports that fair progress is being made with the work of equipment. The steam mains are almost completed, and the other parts are coming in each day in small lots. The delivery on the latter, especially of intermediate connecting parts, is quite slow and occasions some delay in pushing the equipment forward with the rapidity that is desirable. However, Mr. Philpott is "kicking" every day, with the object of expediting matters. In the meantime, he has arranged the fittings in bins systematically so that there will not be a moment's delay when the essential parts arrive. He is anxiously awaiting the arrival of the small air compressor which has been in transit some time. Tracers have been sent, and all is



Mr. Edison.

being done that can be done to expedite its delivery. Everything has been prepared in advance to put it into use, and when it arrives there will be no delay in making a report.

I happened to meet Mr. Nehr this morning, and in speaking of the hard record, he told me that in use it seemed to grow smoother and lose any surface sound it might have when new. He has one of the first ones that Mr. Philpott made some time ago of black celluloid, backed with wax. This has been played 3750 times, that is to say, the first half of it was played that number of times, and the last half was played only occasionally to make comparison as to surface noise. I went in his office to hear it, and was surprised to hear the first half because it was so clear and distinct and practically free from surface noises. In fact, I could not hear any. But on playing the second half, the surface was very perceptible, and the reproduction was not as distinct and was less agreeable than the first half. Mr. Nehr told me also that the sapphire began to show some signs of wear on the 927th time of playing. It is possible that you may know of this experience, but I have taken the chance of relating it in case you had not.

Pierman is continuing his experiments on piano records with persistent vibrators, and thinks he may be on the track of something that will help. He was curious to learn whether the voice would also be recorded in this way (without horn) and I went upstairs and sung a song with carrying tones

Mr. Edison.

in it. Both piano and voice recorded, but the reproduction was faint. I doubt whether you could have heard it, but I must say that the piano tones were much purer and less "tin-panny" than when taken with the horn, and what could be heard of the voice was free from the horn sounds that are so frequently characteristic of the phonograph reproduction.

Al Wurth says the German Silver transfers are working well, and on the whole he feels that he is in position to say to you that very satisfactory progress is being made along the line of his work. He is keeping in touch with the making up of the apparatus for gold plating and says that if all promises are kept he looks forward to getting a test on it by the end of next week.

Mr. Bliee reports that the tests on our wagon are going along satisfactorily, and in a few days he hopes to have some comparative figures.

He is getting out the motor which Mr. Ford ordered for starter.

He is also making up seven additional house lighting regulators that have been ordered.

The work on the first lot of vibrating rectifiers is proceeding satisfactorily.

Moore says he still has nothing but good news about the German Silver plates. He has given Wurth 13 and Aiken half a dozen up to the present time, and in a few days will give the latter 20 more. He is also going to put in an order for another 50.

Mr. Edison.

New Cylinder reproducer: Moore is at work making still further reproducers to beat his previous ones. I was upstairs this morning and heard a violin solo being reproduced. It was loud, clear and distinct, and seemed to me to ^{be} fully equal to that one of Spalding's on the disc. Let me repeat an incident just related by Moore. He was playing a violin solo with his new reproducer. His back was turned to the door and unknown to him Aiken stood there. He said "I am going to send for a cylinder record of a violin solo which the Committee turned down last night because it was squeaky and harsh". He sent the boy for it and told him also to ask Ireton to come up. When the record had been played with the new reproducer, Ireton said " I don't know why we need a disc machine". I told Moore I would relate this incident to you, and he said he was afraid to because it might lead you to expect too much on your return. It seems to me that if the new reproducer turns out as well as it has started there ought to be a revival in our cylinder record business.

L. Ott thought he would send a report today, but says he has had a lot of hard luck in his experiments with bags bursting, etc., and the report will come later.

Yours very truly,

Wm. Meadowcroft.

[ATTACHMENT/ENCLOSURE]

March 29th, 1912.

Memo To Mr. Edison:-

COBALT

The cell made of the plates you treated is improving. On its 9th run it yielded 180 to I.V. and 218 to .5 V. The capacity is good, but the curve still has a lopping off tendency during the latter half of the discharge. It is improving though on each successive run.

LI OH CONCENTRATION

Cells having different amounts of Li from 50 to 90 grams in 21% KOH still show increase in capacity for 700 runs, where the amount of Li is low. At 80 grams the curve is about level and at 90 grams it shows a tendency to drop off after about 500 runs. The 90 gram cells, however, still have the greatest capacity in spite of the opposite trend of the curves.

STANDING EMPTY AND OPEN

A comparative test is being made with two cells which repeatedly are allowed to stand, about three months at a time, idle empty and with filler caps open. One stands charged and the other discharged. The cell which stands discharged is practically unharmed, but the other has dropped from 185 to 173 on overcharge after one such stand, this capacity being taken on the 3rd and 4th run after the stand.

IRON

Here are some results from Fes put up by Norton in small cells:

#82-83

82-7.480 Gm.) R.A. Fe Exp. 1562 10% Hg O
83-7.480 ") New iron through 80 mesh.
Reduced at 900° F. Cooled in H
H replaced by N.

Results. (82 Normal Temp. -2110 35° -470 to I.V.
(83 " " 2175 35° -370 " "

#95

(R.A. Fe Exp. 1566 10% Hg O
(New iron through 100 mesh
8.150 gm. (Reduced at 800° F. Cooled in H
(H replaced by N.

Results --- Normal temp. -1885 35° -1440 to I.V.

[ATTACHMENT/ENCLOSURE]

IRON -cont.

(2)

#107-108

107-1 $\frac{1}{2}$ lb. tamp- (R.A. Fe Exp. 1550 10% Hg O
7.775 gm. (100 Mesh reduced and cooled in H replaced by H
108-2 $\frac{1}{2}$ lb. tamp- (Feeds with difficulty. Pockets crimped only,
8.675 gm. (not corrugated.
Results (107 Normal Temp. 2900 35° - 1735
108 " " 2950 " 2340

#109-110

109-3 lb. tamp (Reg. S.B. Iron Lot 1917
9.08 gm. (.005" stock crimped. not corrugated
110-2 lb. tamp ()
8.98 gm. ()
Results-- Normal Temp. 2365 35° - 1075
" " 2570 " - 1700

#111-112

111-2 lb.-tamp. (Regular iron #1917
9.59 gm. (.003" stock crimped, not corrugated Crimped
112-3 lb. tamp (between flat surfaces, not regular crimping dies
10.46 gm. ()
Results -- 111 Normal Temp. 2600 35° - 1695
112 " " 1550 " - 1090

#113

2 lb. tamp (Louis Ott Fe Exp. 6 Elec. Fe 8% Hg O
9.01 gm. (Ground fine in mortar and passed through 120 mesh
Results -- Normal -- 1325 35° - 730

Attached is a copy of the circular Holland got up
announcing the proposed class in storage battery practice.
They were received late yesterday afternoon. Over 20 applica-
tions have been made this morning.

Smith.

[ATTACHMENT/ENCLOSURE]

IMPORTANT NOTICE

Free Instruction in Storage Battery Practice

There is a large demand for men competent to care for and to operate storage batteries in automobiles and elsewhere. The Edison Storage Battery Co. is constantly being applied to for such men at salaries ranging from \$15.00 to \$30.00 per week.

To meet this need Mr. Edison has authorized the formation of a class under the direction of Mr. W. E. Holland, Chief Electrical Engineer of the Company, to instruct men free of charge in battery and vehicle practice; and when they have become proficient, to furnish them with recommendations, place their names on file to be notified of positions vacant, and otherwise to assist them in securing suitable employment.

The class will meet one evening a week, commencing about April 15, 1912, and in addition to the lectures delivered at these meetings, opportunities will be afforded for the members to witness the manufacturing processes in the Storage Battery Works.

Application for admission to this class should be made at once by men over 18 years of age who wish to take advantage of this unusual opportunity, as the number will be necessarily limited.

There will be no financial obligations of any kind.

Applications must be made either in person or in writing, (stating full name, address, age, whether married or single, previous and present employment, and references) to:

MR. HAROLD H. SMITH,
Chief of Battery Department,
Edison Laboratory, Orange, N. J.

EDISON STORAGE BATTERY CO.,
ORANGE, N. J.

[ATTACHMENT/ENCLOSURE]

TEST ON LIGHTING SYSTEM IN E.S.B. CO. HOUSE.

March 27, 1912.

This is the third test and was started at 6 A.M. to charge the 27 A-4 Edison cells at 30 amperes for 7 hours. The battery voltage without current was 36, and when charging current was put on the voltage rose to 41-1/2. The charging used 3 gallons of gasoline. 5 gal. 3 qt. of water and 1-1/8 cups of oil for cylinder oil cup and connecting rod oil cup filled only the once - immediately after the charging was completed, I put the battery on a discharge with 44-30 volt Mazda lamps and the following are the reading for every half hour:-

The voltage of battery when charging current was stopped 42 and when discharge was started voltage dropped to 27.

1:00 P. M. Voltage on lamps - 27
Amperes used - - 27
Regulator resistance arm 5 points in.

1:30 P. M. Voltage on lamps - 29
Amperes used - - 28-1/2
Regulator resistance arm 1 point in.

2:00 P. M. Voltage on lamps - 30
Amperes used - - 29
Regulator resistance arm on first point in.

Remarks:-

The 6 ampere fuse for the pink room blew out, there were 6 lamps on this line, - fuse replaced immediately.

2:30 P. M., Voltage on lamps - 30-1/2
Amperes used - - 29-1/2
Regulator arm on first point.

Remarks:-

There were one or two very noticeable flickers on the lamps but did not last but a few moments, the effects of the charge and discharge seems to be doing away with this.

3:00 P. M. Voltage on lamps - 30
Amperes used - - 29
Resistance all out.

The actual battery voltage directly across battery was 32. Compared with 31 for yesterday and 28 for the day before.

3:30 P. M. Voltage on lamps - 30
Amperes used - - 29

[ATTACHMENT/ENCLOSURE]

TEST ON LIGHTING SYSTEM IN E.S.D. CO. HOUSE.

March 27, 1912.

--2--

Remarks:-

I cut off discharging for 10 minutes and started generator for demonstration of the lighting plant.

4:00 P. M.	Voltage on lamps - 29 Amperes used - - 28.5
4:30 P. M.	Voltage on lamps - 28 Amperes used - - 28
5:00 P. M.	Voltage on lamps - 26.5 Amperes used - - 27
5:30 P. M.	Voltage on lamps - 24.5 24.5 Amperes used - - 26
6:00 P. M.	Voltage on lamps - 23 Amperes used - - 25

After this discharge of 5 hours the lamps were burning very bright. The voltage directly across battery was 25 compared with 22-1/2 for yesterday and 14 for the day before.

E. A. Boyer

E.

[ATTACHMENT/ENCLOSURE]

March 29th, 1912.

REPORT TO MR. EDISON.

The arrangements for the class in storage battery practice have been completed. I enclose herewith a circular we have had printed for distribution around the works, among the nearby vehicle manufacturers, the large grocers, such as the Adams Express Company, and in the V.M.C.A.'s and High Schools of Orange and Newark. To doubt this notice will bring a large number of replies. Then we can cross examine the applicants, leave out the undesirable and enroll only the most promising material, for the class must necessarily be limited in number. We have planned to have the class start April 1st, but the notices were held up for a long time by the printer, and the letter slides we shall use are not yet ready, so decided to postpone the opening of the class until April 15th. Smith and I have laid out the course carefully, and it is our plan to have examinations at the end. We shall enroll only people who will agree to start in with the first lecture and attend the whole series.

Do you not think it would be well to send one of our sets books of Curves, etc. to each of the Technical Colleges for their reference libraries. Smith and I have gone over all the Curves and revised them to include the A-10 and A-12 types, and to bring them right up-to-date in every respect. We have also tried to plot them so that they are self-explanatory, and clear. They bear to meet with great favor by all who receive them. I have a card index of the names of engineers who receive the data books, and we shall send new Curves and data from time to time to add to the books or to supersede the old Curves.

In regard to Geo. Ehret, the conditions there are improving wonderfully under the direction of our inspector, Mr. Dimmick, who is stationed there still. Mr. McCombie resigned his position as Garage Superintendent a couple of weeks ago. No doubt he was forced to do this on account of the conditions disclosed at the Ehret Garage. The new Superintendent, Mr. Madocks has no interest outside of the Garage, and seems to be very fair and favorable toward Edison Batteries. We have made a number of road tests on the Ehret five ton truck on their regular routes, and find that it takes considerably over 100 amperes average current, and that they cannot do more than 25 or 30 miles without a boost at noon; of course on a straight away test run they would do far more than this, but with the heavy loads, bad roads and long stops in the regular route the mileage is cut down to the figures mentioned.

[ATTACHMENT/ENCLOSURE]

Mar. 29th, 1912.

Page -2-

I have improved our Inspection Report Forms still further by increasing the size, and dividing it up into a regular report and a special report. Copies of these forms are sent you herewith. The regular report will be used for regular inspection, and will be made out in duplicate, a copy being given to the Garage Superintendent or Owner, who will sign in receipt for it. The special report form will be used for confidential information, test readings, and anything which should be reported to us, but which should not get in the hands of the Owner or Garage Superintendent. No duplicate of this report will be made, but the original copy will be sent to us.

In regard to the signing of reports, heretofore, it has been somewhat difficult to get the signature of the Owner or Garage Superintendent for the reason that they thought it might be taken as their approval of the report, for this reason on the new report I fixed it so they would sign in receipt for the copy of the report, which I don't believe anyone can object to.

Hoping the fishing is good, and that you are in fine health, I remain

Respectfully yours,

W.E. Holland



[ATTACHMENT/ENCLOSURE]

IMPORTANT NOTICE

Free Instruction in Storage Battery Practice

There is a large demand for men competent to care for and to operate storage batteries in automobiles and elsewhere. The Edison Storage Battery Co. is constantly being applied to for such men at salaries ranging from \$15.00 to \$30.00 per week.

To meet this need Mr. Edison has authorized the formation of a class under the direction of Mr. W. E. Holland, Chief Electrical Engineer of the Company, to instruct men free of charge in battery and vehicle practice; and when they have become proficient, to furnish them with recommendations, place their names on file to be notified of positions vacant, and otherwise to assist them in securing suitable employment.

The class will meet one evening a week, commencing about April 15, 1912, and in addition to the lectures delivered at these meetings, opportunities will be afforded for the members to witness the manufacturing processes in the Storage Battery Works.

Application for admission to this class should be made at once by men over 18 years of age who wish to take advantage of this unusual opportunity, as the number will be necessarily limited.

There will be no financial obligations of any kind.

Applications must be made either in person or in writing, (stating full name, address, age, whether married or single, previous and present employment, and references) to:

MR. HAROLD H. SMITH,
Chief of Battery Department,
Edison Laboratory, Orange, N. J.

**EDISON STORAGE BATTERY CO.,
ORANGE, N. J.**

[ATTACHMENT/ENCLOSURE]

BATTERY INSPECTION REPORT. EDISON STORAGE BATTERY COMPANY, SERVICE DEPT.

Kind of Service _____ Car No. _____
 Make _____ Capacity _____ M'trs No. _____
 No. of Cells _____ Type _____ Costing _____ Kind of Tray _____
 Serial Numbers of 6 cells _____
 Daily Mileage _____ Mileage possible on one charge _____
 How charged? rates, time, garage temperature, setting of amp-hour meter, etc. _____

How often Watered? _____ Electric Filler used? _____
 Last Watered when? _____ Height of Solution now _____
 Sp. Gr. after Charging _____ Hours _____ Maximum _____ Average _____ Minimum _____ (_____ cells)
 Condition of Battery Box: does it keep out dirt, water, wind (in winter)? etc. _____

Condition of Trays: are they clean, dry, well coated? etc. _____

Condition of Cells: voltage readings, etc; are cans clean dry and properly coated at bottom and sides? _____

Condition of Top Fittings, Poles and Nuts _____

Condition of Connectors and Jumpers; any bad contacts? _____

Any Complaint _____

Remarks: _____

Inspector _____

Copy of this report received _____ 19 _____ by _____ Owner or Agent.

Town & State _____

Street & No. _____

Date _____

19 _____

[ATTACHMENT/ENCLOSURE]

SPECIAL REPORT

EDISON STORAGE BATTERY COMPANY, SERVICE DEPT.

(Form to be used for information of a confidential nature and to supplement regular Battery Inspection Reports.)

SUBJECT

name

Town & State

Street & No.

Date

19

Mr. Dyar:
Kindly return
after reading.
W. H. Hollenback
Manuscript
Robert
Bryce

April 1, 1912.

Dear Mr. Edison:-

Enclosed you will find the following re-

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ports:
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Burdick, as to Cement Cabinets,
Dinwiddie, as to Educational Filme,
Warner, as to Crystallization Filme,
Billy Bee, as to Battery Sales,
Dally, as to Iron - (Samplee sent separately)
Smith, as to battery tests.

Warner, came in this morning to bring his report, and incidentally related some of his difficulties in getting a picture of the frost on the window pane. He has found it anything but easy. It cannot be done by simply moistening the window pane, as that just shows a glassy surface when frozen. He has figured it out that in nature the air in a room is warmest at the top and under freezing conditions descends by the window, the vapor growing denser as it gets lower. His theory is that at the second the vapor gets sufficiently dense the frost seizes it in minute particles and deposits them in crystalline form on the window pane. He is going to try and duplicate natural conditions and see if he can get his picture in that way. I can well imagine that it will be a wonderfully fascinating picture when it is made.

Mr. Edison.

Aiken reports that the freezing test of the disc with paper came out all right. They were subjected to a temperature of 40° below zero and then kept at 120° above in an oven for four days, and came out first rate. He also says that the German silver transfers are working fine, and indeed are so satisfactory that he has ordered 100 more plates.

As to the equipment, Aiken says the work is making good progress, and altho' some of the parts are slow in coming in there is no alarming delay.

Wurth reports that his regular work is turning out fairly satisfactory. He is systematizing things so as to be ready for the gold plating process when the apparatus for that is ready.

Blue Amberol Records: I saw Mr. Philpott who says that the mains for steam are just about finished. The other parts and accessories are coming in slowly, and he has been much hampered by the steam fitting manufacturers sending parts that were not in accordance with orders. They have to be returned and the waiting for the proper parts occasions delay. However, Mr. Philpott is on the job every minute and is doing all he can to push the equipment forward.

Small Disc Cabinet: Harper has made a second casting from Keens's cement, and it is a little better than the other. He has inserted threaded tubes for the top screws

Mr. Edison.

and also for feet. The surface of this casting is better than that of the first one. He is going to save the second one just as it is for you to see on your return. The first one he will try to finish up, so as to be ready for you then. He was finishing up a mould for the front, and will then make a mould for the top. The die for the bottom of the metal cabinet will be sent to the foundry today, and work is progressing on the motor. Take it altogether, I think the cabinet is coming on without any loss of time.

Mr. Bliss has received your memorandum of the 25th March about splitting up the calls on Ford automobile for lighting and ignition, and will arrange to have it tried out as soon as possible.

Moore reports that the German silver plates are turning out very satisfactorily. Al Wurth made five transfers last Saturday and they were all fine, having a good polished surface. There is no doubt that they are going to be all right for his and Aiken's work. Wurth has also had very good results with transfers from nickel-plated brass plates; almost as good as the German silver, but there is one thing to be said in favor of the latter and that is, it can never flake off as nickel-plating might.

Moore is going ahead with his experiments on the new reproducer for cylinder records, trying hard to beat his previous results.

Mr. Edison.

I enclose newspaper clipping about the powder mill explosion at Pompton this morning. It shook all our buildings here violently and scared all our people. Everybody rushed out in affright, fearing it was an explosion of our boilers or in the chemical room. The strange thing about it is that the explosion was felt to the southward but not much northward.

Hoping you are well and enjoying your holiday, I remain -

Yours very truly,

Wm. H. Meadowcroft.

[ATTACHMENT/ENCLOSURE]

REPORT OF PROGRESS FOR WEEK ENDING

SATURDAY, MARCH 30th, 1912

EQUIPMENT

CAR FRAMES

Frame as built has not proved entirely satisfactory up to the present time, due to excessive weight of moulds. I am getting out a design to rack the moulds one above the other and use a hand hoist for loading and unloading.

The cradle as mentioned in report of March 23rd has not been tried out yet, but I expect to try it the early part of next week. However, I think the moulds are too heavy for this to prove a success.

TURNING OUT TABLE

I am getting out a design for a table whereby the workmen will not turn the heavy mould over by hand, but it will be turned over on a pivoted shaft, and cast removed, then the mould turned back and oiled.

For moving from car to table a hand hoist can be used.

CONCRETE MIXER

The mixer, as mentioned in report of March 23rd, has been received and set up. I have taken two casts, using the old mixture, and it seems to work satisfactorily for mixing.

ELEVATOR

I received word from the Storm Mfg. Co. that they expected to erect their elevator about Wednesday, April 3rd.

I poured an experimental cast to-day to try the new screw anchors, and found that they would be satisfactory.

I think some of the hardware used on the cabinet can be cast in place, thus saving work on assembling. I will have this tried with the new moulds.

I have turned the blue prints of the inside frame and drawer over to Mr. Bliss for building an experimental model.

H. BURDICK

CEMENT CABINET DEPARTMENT.

[ATTACHMENT/ENCLOSURE]

EDUCATIONAL SERIES MOVING PICTURES

REPORT W. W. DINWIDDIE

Mr. Edison:-

We have positive films of lift pump, force pump, double action force pump and steam engine. The lift pump is not satisfactory, however, and will have to be done again.

At night I have arranged the list of subjects for films in alphabetical order in a card catalog and have made a number of cross references and some additions, including a list suggested by Mr. Meadowcroft. The list is now in convenient shape to be expanded and added to as we run across new subjects or matter bearing on those already listed.

All of the network of old electric wires has been removed from Room 17. The ceiling has been painted white and rewired for three large Tungsten lamps. Connections have also been provided for the arc lights to illuminate models for photographing.

The arc lights ordered for this work arrived Saturday and will be installed as soon as possible.

Very respectfully,

W. W. Dinwiddie.

Monday April 1st, 1912

[ATTACHMENT/ENCLOSURE]

April 1st, 1912

MOTION PICTURES FOR EDUCATIONAL PURPOSES
CRYSTALLIZATION

Mr. Edison:-

During the past week I have obtained two pictures showing crystallization started by dropping a crystal into a superheated solution. I have also been experimenting to crystallize water, but have not yet obtained a satisfactory result to photograph.

It has been necessary for me to give more time than I had expected to the assembling of my 1000 foot film, as there is no one at the Film Plant who has handled anything like it before. Therefore I have had to superintend most of the work personally. This film has been delayed by an error of the printer in making the title, but it is rapidly nearing completion.

Very respectfully,
S. G. Warner.

[ATTACHMENT/ENCLOSURE]

April 1st, 1912

Mr. Edison:-

- No. 7 -- Regular Iron Oxide reduced with hydrogen at 1080 F.
finished the last two hours with nitrogen made from coke.
- No. 8 -- Same as No. 7, except mixed with 6% mercury oxide.
- No. 9 -- Duplicate of #7, except reduced at 980 F.
- No. 10-- Same as No. 9, except mixed with 6% mercury oxide
- No. 11-- Duplicate of No. 7, except reduced at 880.
- No. 12-- Same as No. 11, except mixed with 6% mercury oxide
- No. 13-- Reg. iron oxide reduced with hydrogen at 1180 F.
finished the last two hours in C O₂ made from lime rock and sulphuric acid.
- No. 14 -- Same as #13, except mixed with mercury

I intend to duplicate No. 7, 8, 9, 10, 11 and No. 12,
except finishing with C O₂ instead of nitrogen, which from appearance looks just as good.

Dally.

[ATTACHMENT/ENCLOSURE]

Copy

April 1st, 1912

Memo to Mr. Edison:-

Last week I took four positive plates, soaked them 48 hours in cobalt sulphate, then 48 hours in 21% KOH and then in Alkali water until practically free of sulphates. This was like your experiment, I believe, with the exception that you used cobalt chloride.

The first run on the new cell (charged 30 hours at 20 amperes) gave 215 to 1.v. and 221.5 to .5 V. The other on its first run gave 185 to 1.v. and 204 to .5 V. The latter on its 10th run with the new cell (on its first run) and gave only 175 to 1.v. but 221 to .5 V., showing a gain in capacity, but a loss in voltage.

Dally's iron experiments have been started. The first ones give the following results at normal temperature:

DALLY EXP.	YOUR NO.	I.V.	.5 V.
{ 5	5007	1690	2335
{ 5	5008	1620	2270
{ 6	5009	1320	1960
{ 6	5010	1160	1890
{ 7	5011	1600	2250
{ 7	5012	1470	2090
{ 8	5013	1290	1850
{ 8	5014	1340	1925

Loading weight programs

Cells will now be run cold as per your note.

Applications for admission to Storage Battery Class already number over 75.

Not limited

HES/ES

*Mr. Dyer;
Kinsley return after
reading - W. H. Llewellyn*

April 3, 1912

Dear Mr. Edison:

Enclosed you will find the following

reports:

Mr. Maxwell, as to Home Machines,
Billy Bee, as to Battery sales,
Dr. Goldstein, as to Nickel hydrates,
L. Ott, on same and Cement Cabinet,
Charlie Poyer, as to Lansden Test.

Wagoner: I received your night telegram and showed it to Billy Bee, who suggested I telephone to Wagoner. He was not in but I talked it over with Stevenson, his secretary, who understands the matter quite well. He said he did not see how we could keep track of the various batteries to estimate the possible increased life, but I told him we would have to find a way to do it. When your letter comes to hand I will take up the matter further with Wagoner himself. It certainly seems to be no more than right that if you so improve the battery that their yearly cost is smaller than they are now willing to incur you should benefit largely.

Storage Battery: Business has surely been fine this month, and from the batch of letters I enclose, including reports of Ross and Thompson, prospects are looking up quite promising. It certainly looks as if you were

Mr. Edison.

coming into your own, and, for one, I heartily rejoice.

Aiken has nothing special to report today in regard to experiments, but says that the equipment work for making disc records is proceeding in a satisfactory manner.

Al Wurth also has nothing of special importance to report today. He is making fair progress with regular work, and is waiting anxiously for the gold plating apparatus which is promised within the next few days.

Blue Amberol Records: Mr. Philpott is making all the progress he possibly can on equipment, but as I told you in my last letter the intermediate parts are slow of delivery. He has some of the parts for each end of his steam connections but cannot put them together because the intermediate parts have not yet come. He is pushing for delivery. In the meantime he is making good progress in the selection of molds. He has also gotten ready the forming, and steaming and printing appliances for the large Higham cylinders.

Dinwiddie is hard at work in his department. In addition to a lot of preliminary work he is doing on other subjects for films, he is working out a film on cams. In this, after showing the primary idea and working of a cam, he will show, as a climax, two cams writing out your

Mr. Edison.

name and drawing a profile picture. The card enclosed was written through the action of two came he has made. This part of the film will probably be ready when you come home. You have certainly drawn a prize in getting Dinwiddie, I think; just the man for this purpose, as he lays out the work, it shows that he is capable of broad conceptions and is analytical to a high degree besides having good educational ideas. You got him in good time. He showed me a letter that had been written to him at Cambridge and was forwarded. It contained an offer from a large manufacturer of lenses in England, but he has decided to turn it down.

Pierman told me this morning that by means of a peculiar combination of a persistant vibrator and a horn he has had great success in reproducing every note on the piano without the resonant effect of the horn. He thinks he is now right on top of the result you have been so long aiming for, and hopes to have it worked out more fully by the time you return.

Small Disc Cabinet: Harper is at work trying to finish up one of the Cement Cabinets to show you when you come back. The pattern for the bottom of the metal cabinet went to the foundry yesterday, and the casting is expected by Saturday of this week.

Mr. Edison.

Mr. Wilson just told me that everything relating to the disc machine is coming through all right. Nothing of a special nature to report.

Anderson reports that the matters in his charge are going all right and there are no extraordinary delays to interfere with progress.

Your return. Will you please advise me about the date of your return so that I may know when to send my last letter? I expect to write again on Friday of this week. In the natural course of events I would write again next Monday. The letter of that date would not reach you before Wednesday, the 10th. If you expect to leave that day the letter would not reach you. Hence, I shall be glad to be advised in order that I may act accordingly.

Yours very truly,

Wm. H. Meadowcroft.

P. S. Moore says he has delivered 20 German silver plates to stikon this week. In my next he expects to report as to quite a number of transfers. He is hard at work on the new cylinder reproducer.

[ATTACHMENT/ENCLOSURE]

April 2, 1912.

Mr. Edison:

In re Home Motion Picture Machine.

110 machines are now on the shelf, but the manufacturing department finds it necessary to revise its previous promise. 500 or more machines are promised without fail by April 10th and thereafter 100 per day.

100 carrying-cases are to be shipped Wednesday, 1.0 Thursday and the manufacturers promise to have enough carrying-cases for the first lot of machines by April 15th.

The sample 220 volt transformers and rheostats have not yet been received but are momentarily expected. Mr. Farrell's department will keep after this.

Mr. Gull has completed the instruction sheets on the Kernal and Arc Light Equipment. There is not so much rush on the Acetylene instruction sheet, and there are certain additional data which he wants before writing these instructions. These will be at hand and the Acetylene instructions will be written on Mr. Gull's return from Chicago.

All of the printed matter seems to be coming through in good shape.

It is expected that one or more jobbing connections will be established in New York City this week. The prospective jobbers have been holding off for various reasons, but it seems likely that at least one of the negotiations will culminate in a contract in the near future. Other contracts elsewhere are pending. The phonograph jobbers, in many instances, seem to

[ATTACHMENT/ENCLOSURE]

-2-

feel that the margin of profit to them is not sufficient, but from present indications-we are not going to have any difficulty in finding a sufficient number of good jobbers.

The lenses are coming along all right, also the Harnet lamps. The latter are showing quite satisfactory results under the test.

I leave for Chicago this afternoon to meet and spend a few days with our demonstrator in that territory.

[ATTACHMENT/ENCLOSURE]

April 3rd, 1912.

Mr. Thomas A. Edison:-

Dear Sir:- The nickel hydrates which I reported to you last time were all dried in pie plates, therefore I have made duplicates of these as follows, using in all cases the same amount, and specific gravity of both the Ni SO_4 and Na OH solutions.

Six samples made by pouring into a copper beaker 690 g Ni SO_4 into 520 g Na OH while constantly stirring with an egg beater, let stand two hours, then stirred again and squeezing out of the bag, into which the sample was put, the following percentages of sulphate liquor: 10, 20, 30, 40, 50, 60%. These were all same cold. All placed in the monel metal pans and then dried.

Six samples the same as above, except that the Ni SO_4 was heated to $80-85^\circ \text{C}$ and poured into the Na OH also heated to $80-85^\circ \text{C}$ under constant stirring, then allowed to be heated and stirred for 10 minutes to insure an even mixture, put into bags and squeezed out the 10-20 etc. to 60% of sulphate liquor as before, put into monel metal pans and dried.

J. Goldstein

PHOTO CABINET

Another mould was poured; the Keane's cement was mixed very thin in order to see if the results would be any better. It came out with many large air holes, even though we kept pumping while it was being poured. So we tried another one mixed very thick, even thicker than the first one which came out so good; this one came out fine, even better than the first, and we shall leave it as it came out of the mould so you may see it as it is.

The first mould we shall clean off a little from finger marks when the holes etc. for the motor frame and horn bracket are drilled in. After it is cleaned I shall paint it with a solution of alum, as I find that this hardens the surface quite a little.

Yours respectfully,

Ludwig Ott.

[ATTACHMENT/ENCLOSURE]

April 3rd, 1912

LANSDEN TEST

The Lansden Test started yesterday and is run under the same conditions as before. Having a load of 2,500 lbs. of iron and run over the same course.

Total miles -- 1346.9

Day's mileage - 60.2 miles

Condition of Truck

The truck is in the same condition as when it left here, February 25th, 1912.

Condition of Course

The heavy rains have made the streets very muddy and especially Cherry St.

C. G. Poyer

CABLE ADDRESS: "ZNYHOTIC:NEW YORK"

Edison Storage Battery Co.

TRADE MARK
Thomas A. Edison

Orange, N.J., U.S.A. April 3rd, 1912.

Mr. Thomas A. Edison,
Fort Myers, Fla.

Dear Mr. Edison:-

Please find enclosed copy of reports from Mr. Ross
and Mr. Thompson.

Note what Mr. Ross says in regard to Mr. Newcomb
of Norfolk, Va. He has recently been sending us
a large amount of business and it looks as if in
a small city providing one has capital that this
is the way to do it.

I am sending you copies of letters that Mr. Thompson
received from the Illinois Central Railroad. While
we haven't the official order for the 2500 cells,
the letter from the Vice President Mr. Thompson
claims is as good as an order. Thompson's report
shows prospects of a very large business with the
Railroad people.

Yours very truly,

(Signed) W. G. Bes.

Manager of Sales.

WGB,GPW.

[ATTACHMENT/ENCLOSURE]

April 2nd, 1912.

MR. BEE:

On March 14th I called on Mr. A. D. Newcomb, President of the Southern Electric Light & Power Supplying Corporation of Norfolk, Va., and made quite a thorough investigation of their automobile lighting proposition.

In the city of Norfolk (total population 100,000) there are approximately 1000 gasoline pleasure cars. At the time of my visit 10% or a total of 100 of these cars were being lighted by Edison Batteries.

Their system of operation is as follows: Customer pays \$25.00 for having his car wired and electric fixtures installed and agrees to pay them \$1.50 per month for the rental of the battery, together with \$.50 for each exchange, the Southern Co. retain the ownership of the battery. Our regular steel boxes are mounted on the running board and Southern Co. keeps the key so that customers must come back to them for recharging and cannot tamper with the battery.

Operating on this system necessarily ties up a large amount of capital, they fully realize this, and are willing to invest a half a million dollars if necessary. They are realizing 50% a year on the money thus invested aside from revenue derived from charging and sale of lamps and accessories. The stock holders are very enthusiastic and refuse to sell their stock at prices far in advance of cost to them.

The Company seems to be managed in a very business-like manner, and as a result of my investigation I am thoroughly convinced that there are tremendous possibilities along this line. They are preparing to open up new territory as rapidly as possible, the volume of business we may expect to derive from this source seems to be almost unlimited.

Their standard equipment consists of five cell, B-4 battery, Gray & Davis lamps, Cutler Hammer, Group pull switch and special low consumption Shelby tungsten lights, consumption 7/8 watt per c.p. So far they have had no trouble whatsoever, lights seem to stand up splendidly. Nine and twelve watt lights are used for head lights according to customer's specifications.

Respectfully,

(Signed) E. J. Ross, Jr.

Asst. Manager of Sales.

[ATTACHMENT/ENCLOSURE]

April 2nd, 1912.

Mr. W. G. Bee:-

I attach herewith three letters from Mr. C. F. Parkor, Vice President of the Illinois Central Railroad Company. These letters are supposed to constitute an order, or in other words, authorize us to proceed with the manufacture of 98 sets type A-8H of 25 cells each.

The letter addressed to me personally from Mr. Parker was in reply to one from me to him explaining that it was necessary for us to have immediate authority for us to proceed with this work, otherwise we could not guarantee to fill their orders in time. I did this to force their hand and try to find out whether or not we were to be favored with their business. The results are explained by these letters.

The Convention of the American Railway Appliances Association, where we had in my mind the best exhibit that I have seen, was the most successful convention that I have ever attended. A great deal of enthusiasm was shown for the Edison Battery and in fact our booth in conjunction with that of the primary battery was made headquarters for the railway men attending the convention.

A number of Signal Engineers who have been testing out our batteries of various sizes claim some remarkable results for them, and have assured me that they will in the near future place with us orders for a considerable amount.

As an instance of a remarkable installation would cite the case of the Michigan Central Railroad who have eight of our A-4 operating one semaphore signal. The train service on this particular branch is such that the signal has about thirty movements per day and Mr. Moore, the Supervisor of the Michigan Central who has charge of this particular installation, assured me that the battery had been in service for three hundred days without charge, thus proving to him one of our claims, viz, that the Edison Battery loses little or nothing on standing idle as compared with the lead battery which lost and would lose over this same period of time at least 30%.

The Chicago Great Western Railway, with whom we have an annual contract assured me that they would within the course of a short time order some 22 odd sets, and before the year was out their business would at least amount to 75 or 80 sets.

From the general tone manifested in my conversation with various railroad managers and signal engineers we should expect within the next year a great volume of business and I am highly elated with the prospects.

H. G. THOMPSON.

HGT:GFW.

[ATTACHMENT/ENCLOSURE]

April 2nd, 1912.

Mr. W. G. Bee:-

The following are live prospects which it would seem to me we should get within the next couple of months:

New York Central Signal	600 A-8 and about 300 A-4
Lake Shore Signal	150 A-4
Illinois Central (Car Lighting)	450 A-12
New York Central (Signal Dept.)	200 A-12
Chicago Great Western	300 A-8

Besides this there is considerable more business which I am unable to tell much about definitely although I feel sure that we will get without any trouble.

HGT/GFW.

H. G. THOMPSON.

[ATTACHMENT/ENCLOSURE]

COPY

ILLINOIS CENTRAL R. R. COMPANY,

Chicago, Ill., March 26, 1912,
IC LSD

Edison Storage Battery Co.,
122 S. Michigan Ave.,
Chicago, Ill.

Gentlemen:-

You will receive within a few days an order through our Purchasing Agent for Batteries to be used in connection with all electric lighted cars in our new passenger equipment.

It is very essential that this material be forwarded to our builders' works at the earliest possible date so that they will not be delayed in any way in constructing the cars awaiting receipt of your specialties, and I will appreciate it if you will confer with our Electrical Engineers relative to having your prints or specifications approved prior to receipt of our order.

The contracts for all cars have not as yet been placed. Am unable, therefore, to give you shipping directions at this time. These shipping instructions will accompany our order.

In this connection it is very essential that we have your advice as to when this material can be shipped, and I will be pleased to have an acknowledgment from you advising just what we may expect.

Yours truly,

(Signed) C. F. Parker,
Vice President.

[ATTACHMENT/ENCLOSURE]

COPY

ILLINOIS CENTRAL R. R. COMPANY,

Chicago, On Illinois Division
March 27, 1912

IC CFP

Mr. H. G. Thompson,
Representative, Edison Storage Battery Co.,
Peoples Gas Bldg., Chicago, Ill.

Dear Sir:-

I have your two letters of the 25th. At the present I have no papers with me and am, therefore, unable to determine the relative prices as to replacements of materials. However, I am willing to take a chance on this, knowing that you will do the right thing and now beg to advise that we will use the Edison Battery on 98 passenger train cars that we are to have built.

I am unable to give you definite specifications but you are no doubt familiar with these and I merely write this, inasmuch as you want an answer by Friday, and I will arrange the details upon my return to Chicago Thursday.

Yours truly,

(Signed) C. F. Parker.
Vice President/

[ATTACHMENT/ENCLOSURE]

COPY

ILLINOIS CENTRAL R. R. COMPANY,

Chicago, Ill., Mar. 27th, 1912.

IC ACM

Edison Storage Battery Co.,
122 S. Michigan Ave.,
Chicago.

Gentlemen:-

Referring to my recent letter advising that we had instructed the Purchasing Agent of the Central of Georgia Ry. Co. to place order with you for two sets of Edison Batteries,

This order, together with order for the new equipment on the Illinois Central would entitle the Central of Georgia to your price of \$585.00 per set.

Wish you would kindly acknowledge this letter and confirm my understanding. This is the price we gave the Purchasing Agent of the Central of Georgia Ry. Co.

Yours truly,

(Signed) C. F. Parker,
Vice President.

*Mr. Dyer:
Kindly return after
reading - W. H. Mendenhall*

April 5, 1912.

Dear Mr. Edison:-

Enclosed you will find the following reports:

Charlie Poyer, as to Lansden Test,
" " as to House plant,
Billy Bee, as to Battery sales.

Talking Pictures: I went over to the tent yesterday and today to see what progress is being made by Higham, and have found him feeling much more encouraged by results he has lately attained in recording. I heard several records and could distinguish everything that was said in a four minute speech, with the exception of about five words. The quality of reproduction seemed to me much better than that of some former records I have heard. In these later records and reproductions there was none of the horny, muffled effect which was noticeable in the earlier ones. In other words, the later results are sharper and more distinct. Higham and Waddell are feeling more chipper since they have made this improvement. They felt quite blue and downhearted for a while as it did not seem that they were making any progress, but are now more hopeful.

Insulating Battery Cans: I saw Mr. Aylsworth last night. He says that he coated the outside of a can and let it stand in caustic potash and could not get any current through it at 110 volts. He first tried to apply the material but ^{by dipping} it was too

Mr. Edison.

thin and would melt off when he tried to bake it, so he had some sheets calendered to 1/16 of an inch thick and applied them and baked them on the bottom and about two inches up on the outside. He is now going to try it on the inside of the can, and will form up sheet material in shape like the can, place it inside; and inside that a hot water bottle to make the material plastic and fit to the interior of the can, after which it will be baked. In practice, he thinks he will use an air bag, instead of hot water bottle, to press the material to the sides of the can and then by heating the can will cause the material to adhere. He will probably have all this ready when you return. He says that the cost of the bare material alone, without any labor, is about 16 cents a pound.

Al Wurth: He says that the factory has lived up to promise and has the apparatus for gold plating all ready, but it cannot be tried yet, as the glass people have fallen down on their promise. The glass jar is not yet ready but is to be delivered next Tuesday. It has taken more time than was anticipated to make the mould. Wurth says the German silver transfers work out fine, and the remainder of his work is progressing fairly well.

Aiken says he has nothing special to report except that the equipment is going more slowly than he would wish on account of the slow delivery of supplies and parts.

Mr. Edison.

Philpott: This is also the burden of Mr. Philpott's song. He is aggravated by the non-delivery of important parts and also by the delivery of parts not ordered and the attempt of the supply houses to induce him to use these improper parts. Philpott says he has designed his plant so that there will not be a large monthly expense account for repairs, and to this end he has carefully figured out every detail and knows just what parts will be most suitable and permanent. While he chafes a great deal under the delay caused by the hardware and steam-fitting supply houses, he thinks it will pay in the long run to have the plant right in the first place, so he is patiently weeding out the material and keeping only that which is correct. In the meantime, he is going on with the printing of records for selection of moulds so as to be ready for a quick start when the plant is finished.

Powers is trying hard to have a few feet of colored film ready to show you on your return. He is not quite sure and does not want to make any promises, but is trying his best.

Small Disc Cabinet: Harper is making good progress on this and on all the parts and hopes to have one to show you when you come back, or very quickly afterward. He expects to get the castings for dies for bottom of metallic cabinet this afternoon.

Wagoner: I received your memorandum yesterday and showed it to Billy Bee. After talking the matter over with him, he

Mr. Edison.

said it would be a good thing to send a copy of it to Mr. Wagoner, and I did so but left blank the name of the R.R. Co. you mentioned. I thought it would not be well to let the name be known. Mr. Wagoner will see from your memo. just what you think, and then can go on with any urgent cases he may have on hand unless he utterly disagrees with your views.

Home Machine: Mr. Farrell has just informed me that he closed with one New York jobber yesterday, J. H. Holberg, for 200 machines and the regular quantity of film, - \$10,000.

Moore reports that all the German silver transfers are still fine. He is hard at work on the new reproducer for cylinder records. He has taken those apart that he has already made, and is analysing them minutely to see if he can make improvements so as to beat what he has done.

Mr. Bliss says the Ford dynamo will be ready tomorrow. In the meantime, the Ford car with equipment is being run daily and works out all right. As soon as he gets some low volt lamps, Mr. Bliss will try out your scheme of splitting up the batteries.

Yours very truly,

Wm. H. Meadowcroft.

P.S. Moore tells me he is getting 50 more plates for Nixie's work.

[ATTACHMENT/ENCLOSURE]

April 4th, 1912

LANSDEN TEST

Total Miles -- 1497.2

Day's Miles -- 90.1

Condition of Chassis -- Truck running O.K.

Condition of Course --

Cherry St. too dangerous for the night driver to
go through.

Trips around course -- 6 trips

Remarks -- O.K.

C. A. Poyer

[ATTACHMENT/ENCLOSURE]

April 5th, 1912

LANDING TEST

Total Miles -- 1575.1 Miles

Day's Miles -- 77.9 Miles

Condition of Chassis -- O. K.

Condition of Course -- Cherry St. now passable

Remarks -- The leads on the ampere hour meter broke loose
last night due to pounding on cobblestones.

C. A. Poyer

[ATTACHMENT/ENCLOSURE]

April 5th 1912

TEST ON DROP IN WIRING IN E.S.B.CO. HOUSE

I took a plug and screwed it into a socket in the various rooms and ran a lamp cord to a double throw switch in the basement.

On one side of the double throw switch I had wires to my battery, and on the other the wires to the lamp socket, and in this way I could very quickly get my readings of the battery and of the lamp.

The readings on the battery were taken across the line and after the regulator, so as not to get the drop of my regulator.

In the sitting room on the second floor, which is the last room on the line from the battery, I could notice a drop of $1/5$ of a volt, and in the other rooms which are not so near the end of the line, there was no noticeable drop on the meter, which was 100 scale volt meter.

C. A. Poyer

fig 2. inst

*Mr. Dyer:
Kindly return
after reading.
W. H. Hollenhorst*

April 6th, 1912

Dear Mr. Edison:-

Herewith I send you reports as follows:

Burdick, as to Cement Cabinets

Charlie Poyer, as to Lansden Tests

Billy Bee, as to Battery Sales

My usual week end condensation of Storage Battery and
Cement Reports.

Allow me to offer my congratulations on Billy Bee's
report, which is a "bumper" one - Just to think of it, one day's
orders amounting to \$142,000 ! I hope I may see the day when
this will appear quite ordinary.

BAILEY

I enclose a letter from Billy Bee about Bailey's
account. You will also receive a memorandum from Harry Miller
on this matter.

Unless I hear from you to the contrary, I will not
write you next Monday, as I do not know what day you expect to
leave.

Wishing you a safe journey home, I remain

Yours very truly,

[ATTACHMENT/ENCLOSURE]

REPORT OF PROGRESS FOR WEEK

ENDING SATURDAY, APRIL 6th, 1912

CEMENT CABINET DEPARTMENT

EQUIPMENT

CAR FRAMES

I have given the shelf scheme a fair trial during the past week, and do not believe they will be satisfactory. These shelves are all right for the small moulds, but the large moulds are too heavy for two men to handle. This is from actual experience. There are four heavy moulds to one cabinet, or at a production of 15 cabinets per day, a total of 60 heavy moulds for handling. This is from handling the old set of moulds; the new set being heavier.

I believe by building the frame in four separate shelves and lifting each shelf with its mould by means of a hand travelling hoist, this trouble could be overcome.

The car in itself is alright, one man being able to push the car loaded to its fullest capacity.

TURNING OUT TABLE

This table was tried out Thursday, and I believe with a few modifications and in connection with said hoist, this will work satisfactorily.

CONCRETE MIXER

For mixing material the above seems to work all right. For manufacturing on a large scale I would suggest a continuous mixer, because of its automatic feed, insuring a constant mixture.

ELEVATOR

The "Storms" elevator was received Friday, April 5th, and their men are at work installing the same.

As per orders of Mr. Edison, with relation to mixture, I have notified the carpenters and tinmiths to go ahead with the seasoning shelves and steam ovens.

[ATTACHMENT/ENCLOSURE]

(2)

As per above orders, we had a cabinet crated and surrounded on all sides with eight inches of excelsior. This was inspected by Mr. Weber and found to be correct.

Mr. Weber suggested that we throw the case around a bit here. This was done and the case opened up and cabinet removed. We found the front door cracked, one leg cracked, the back door stop broken off, the cover hinge loosened up, and the cover cracked on two opposite corners.

This handling was not as rough as it would receive unloading from a car, as the case was not lifted from the floor, but was rolled over so as to try all four sides and the two ends.

H. Burdick

CREWING CABINET DEPT.

[ATTACHMENT/ENCLOSURE]

April 6th 1912

LANDEN TEST

Total Miles -- 1669.5

Day's Miles -- 94.4

Condition of Chassis -- O. K.

Condition of Course -- Rough

Trips around course -- 6 trips

Remarks: -- Ampere hour meter completely broken, and a new one
will have to be replaced

C. A. Boyer

April 8, 1912.

On inquiry at your house I learn that you will not be home until the end of the week, so there will be time to reach you with this letter.

Dinwiddie, on Educational pictures

Warner, on Crystallization

Charlis Poyer, on Lansden test

Billy Bee, on Battery Sales

H. H. Smith, on Battery tests.

Al Wurth says he hopes to have a test of the gold plating process by the week end if the glass people keep their promise and deliver the jar tomorrow. He says also that the transfer and soldering processes are good, and he thinks he is making some progress with sub-masters. There are many difficulties with the latter, but on the whole

Mr. Edison.

he feels that he is going forward.

Blue Amberol Records: Mr. Philpott feels more encouraged this morning as to delivery of the parts he lacks. They are promised during the early part of this week. The small air compressor arrived a few days ago, and is set up and connected. Mr. Philpott started in to make a test but found one of the springs too weak, and will be ready to make another test tomorrow. If it is made in time to send you word as to results, I will do so. Mr. Philpott said he did not want to report on the imperfect test he made, but said he felt hopeful.

Talking Pictures: I went over to the tent this morning to see if there was anything of moment to report to you. There was not. Higham is hard at work experimenting with recording, and I think he has made some improvement. He will have several things for you to see and hear on your return.

Small Disc Machine: The progress that is being made on this seems to be quite satisfactory. Harper is keeping various irons in the fire and appears to have them all well under control. Unless something unforeseen happens, I think you will be able to see one model complete on your return to the Laboratory.

Moore has just been in to report that the transfers (German Silver) for both Wurth's and Aiken's work continue to come out splendidly. There is a large number of additional plates for both coming through. Moore is still making

Mr. Edison.

progress on the new reproducer for cylinder records, and is working nights to get as much done as possible this week.

Home Machine: Maxwell is in Chicago and Farrell in Boston, so I have no report to send. I understand, however, that prospects are good for closing with several other jobbers very soon.

Walter Miller says he has made three or four disc records of solos with choruses and two or three of orchestral pieces, and is waiting your decision on them, as he does not want to go ahead and spend money until he finds out whether or not he is on the right track.

Musician for you: I have advertised for a player who can sing, and expect to have answers tomorrow. I will weed them out (if any reply) and keep the best on the string until you are ready to make a selection.

I saw Mr. Wilson this morning to ascertain whether he had anything of importance to report. He said he had not, but that things were coming along all right.

Unless something of importance comes up tomorrow, I will not report again before your return, as there might be some uncertainty about your receiving mail before leaving.

Very truly yours,

Wm. H. Meadowcroft.

[ATTACHMENT/ENCLOSURE]

International Section, Office of Information,
Department of State, Washington.

Dear Sir:

I have the honor to acknowledge the receipt of the letter of the 1st inst. which reached the State Department on the 2nd inst.

I have been very busy for the past few days and have not had time to write you more fully.

I have been very busy for the past few days and have not had time to write you more fully.

I have several models of aircraft which I have been working on, including the design of a new type of engine.

The design of the new type of engine is very important and will be of great value to the Navy.

I have a large collection of books on the subject of aircraft and I am sure that you will find them of great interest.

Very respectfully,

April 1, 1918.

(Signed) W. W. Schindler

[ATTACHMENT/ENCLOSURE]

Mr. Wright

In regard to the little cash machine which written *Edison* and
which the little picture went to by Dr. Goodenough:

A race line could be made very cheaply on this principle that could
make a very fine window display for the phonograph exhibition. Outside of a
motor to run it, it should not cost more than two dollars to make in large
numbers. The two cams could be put on the same shaft - one above the other.
One cam would move the paper and the other the pen or pencil.

The machine we have now is not suited to the purpose as it would be
to cause the operation of the cams in the simplest possible form, and
involves the use of a belt to connect the two cams. A very slight creep-
ing of the belt will get the cams out of phase.

I have made a string bolt for this that does not stretch such more
than piano wire. It is composed of seven strands of bookbinders' flax
thread twisted together exactly like a wire rope. This is saturated with
benzene and resin. I made this after trying all the wire and fish line
I could find.

[ATTACHMENT/ENCLOSURE]

April 8th, 1912

MOTION PICTURES FOR EDUCATIONAL PURPOSES

"CRYSTALLIZATION"

Mr. Edison:-

During the past week I have obtained three pictures, namely: Washing-soda, Azobenzol and Santonin.

I have also designed and built an apparatus which enables me to observe the growth of the crystals while the picture is being taken. This apparatus works very well and should be applicable to motion picture cameras in general, with some modifications.

Very respectfully,

S. O. Warner.

[ATTACHMENT/ENCLOSURE]

April 8th, 1912.

LAUSDEN TEST

Total Miles -- 1716.0

Day's Miles -- 46.5

Condition of Chassis -- O. K.

Condition of course -- Rough.

Trips around course -- 3 trips

Remarks: -- Only three trips were made Saturday, as the night driver was sick and no runs were made at night.

C. A. Boyer

**Edison General File Series
1912. X-Rays [not selected] (E-12-88)**

This folder contains routine requests and unsolicited correspondence seeking advice or information from Edison about x-rays.

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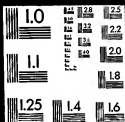
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